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1921-22

Aardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, OCTOBER 25, 1921

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BOTANICAL
GARDEN

Subscription \$2
Vol. LII, No. 1

DARNELL LOVE LUMBER COMPANY

MANUFACTURERS AND EXPORTERS

HARDWOOD LUMBER

LELAND, MISS.
U.S.A.

F. T. TURNER, PRESIDENT
H. D. LOVE, VICE-PRES.
F. G. WOODS, SECRETARY
R. W. RICKETTS, TREASURER

CABLE ADDRESS
"DARLOVE"



TWO BAND MILLS

CODES USED
UNIVERSAL
A. B. C. 5th EDITION IMPROVED
WESTERN UNION

THE FOLLOWING IS A LIST OF UNSOLD LUMBER IN OUR YARDS, NEARLY
ALL OF WHICH IS DRY AND AVAILABLE FOR PROMPT SHIPMENT

WE SOLICIT YOUR INQUIRIES AND ORDERS

QUARTERED WHITE OAK		QUARTERED BLACK GUM		QUARTERED RED GUM		ASH	
5/8" FAS	20,000'	4/4" Log Run	20,000'	5/8" FAS	15,000'	1x6" No. 1 Boxing	45,000'
5/8" No. 1 Com. & Sel.	75,000'			5/8" No. 1 Com. & Sel.	125,000'	4/4" No. 2 Common	125,000'
3/4" No. 1 Com. & Sel.	50,000'	COTTONWOOD		3/4" No. 1 Com. & Sel.	150,000'	5/4" No. 2 Common	19,000'
4/4" No. 1 Com. & Sel., Strips	15,000'	4/4" FAS, 6-12"	110,000'	6/4" No. 1 Com. & Sel.	30,000'	6/4" No. 2 Common	60,000'
2 1/2-5 1/2"	35,000'	4/4" FAS, 13-17"	15,000'	8/4" No. 1 Com. & Sel.	30,000'	4/4" Pecky	18,000'
3/4" No. 2 Common	60,000'	4/4" Box Bds., 13-17"	12,000'	QUARTERED RED GUM			
PLAIN WHITE OAK		4/4" No. 1 Com. & Sel.	150,000'	(Sap No Defect)			
1/2" FAS	25,000'	PLAIN RED GUM		5/8" FAS	60,000'	4/4" FAS	8,900'
5/8" FAS	20,000'	7/8" No. 1 Com. & Sel.	28,000'	3/4" FAS	40,000'	5/4" Com. & Btr.	2,600'
1/2" No. 1 Com. & Sel.	50,000'	5/8" No. 1 Com. & Sel.	75,000'	6/4" FAS	40,000'	6/4" Com. & Btr.	5,800'
3/4" No. 1 Com. & Sel.	20,000'	PLAIN SAP GUM		8/4" FAS	70,000'	12/4" No. 2 Com. & Btr.	22,500'
1/2" No. 2 Common	50,000'	5/8" FAS, 6-12"	150,000'	5/8" No. 1 Com. & Sel.	115,000'	3/8" No. 1 Com. & Sel.	4,000'
3/4" No. 2 Common	15,000'	3/4" FAS, 6-12"	65,000'	3/4" No. 1 Com. & Sel.	120,000'	4/4" No. 1 Com. & Sel.	14,000'
4" Crossing Plank	15,000'	5/8" FAS, 10-13"	150,000'	8/4" No. 1 Com. & Sel.	80,000'	4/4" No. 2 Common	15,000'
PLAIN RED OAK		5/8" FAS, 14-15"	70,000'	"PANTHERBURN" CYPRESS		12/4" No. 2 Common	8,000'
3/8" FAS	6,000'	5/8" FAS, 13-17"	50,000'	1x6" FAS	30,000'	4/4" No. 3 Common	28,000'
1/2" FAS	20,000'	3/4" FAS, 13-17"	55,000'	6/4" FAS, 6-12"	30,000'	12/4" No. 3 Common	6,500'
3/4" FAS	20,000'	4/4" FAS, 16-19"	30,000'	12/4" FAS, 6-12"	45,000'	ELM	
5/8" Coffin Bds., 12" & Wdr.	40,000'	4/4" FAS, 18-21"	35,000'	6/4" FAS, 13-17"	32,000'	4/4" Coffin Bds., 12" & Wdr.	15,000'
3/8" No. 1 Com. & Sel.	2,500'	4/4" FAS, 20" & Up.	17,000'	12/4" FAS, 13-17"	56,000'	4/4" Log Run	15,000'
5/8" No. 1 Com. & Sel.	50,000'	4/4" FAS, Box Bds., 9-12"	15,000'	6/4" FAS, 18" & Up.	18,000'	6/4" Log Run	15,000'
3/4" No. 1 Com. & Sel.	100,000'	4/4" FAS, Box Bds., 13-17"	35,000'	12/4" FAS, 18" & Up.	35,000'	8/4" Log Run	15,000'
1/2" No. 2 Common	50,000'	3/8" No. 1 Com. & Sel.	25,000'	4/4" Select	45,000'	6/4" No. 2 Common	17,000'
5/8" No. 2 Common	200,000'	5/8" No. 1 Com. & Sel.	150,000'	6/4" Select	60,000'	10/4" No. 2 Common	42,000'
3" Crossing Plank	45,000'	3/4" No. 1 Com. & Sel.	200,000'	8/4" Select	15,000'	12/4" No. 2 Common	15,000'
5/8" No. 3 Common	250,000'	3/8" No. 2 Common	8,000'	4/4" Shop	250,000'	HACKBERRY	
3/4" No. 3 Common	150,000'	1/2" No. 2 Common	11,000'	6/4" Shop	125,000'	5/4" Log Run	7,500'
PLAIN BLACK GUM		8/4" No. 2 Common	50,000'	8/4" Shop	35,000'	MAPLE	
4/4" FAS	8,000'	QUARTERED RED GUM		1x6" No. 1 Common	75,000'	6/4" Log Run	6,000'
4/4" No. 1 Com. & Sel.	7,500'	5/8" FAS	30,000'	1x8" No. 1 Common	18,000'	10/4" Log Run	7,000'
4/4" No. 2 Common	3,000'	3/4" FAS	14,000'	4/4" No. 1 Common	30,000'	PLAIN SYCAMORE	
		6/4" FAS	12,000'	5/4" No. 1 Common	17,000'	4/4" Log Run	8,500'
				8/4" No. 1 Common	19,000'		
				1x6" No. 2 Common	100,000'		

It is understood that our stocks are constantly changing by reason of manu-
facture and shipment. We are prepared to surface one or two sides

OUR SALES REPRESENTATIVE IN THE CHICAGO AND MICHIGAN TERRITORIES IS THE

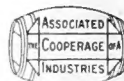
LELAND STAVE & LUMBER COMPANY

HOME OFFICE LELAND, MISSISSIPPI

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CHICAGO, ILLINOIS
U.S.A.

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C. E. ROBBS, VICE PRESIDENT
F. G. WOODS, SECRETARY
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W. F. LITTLE, GENERAL MANAGER



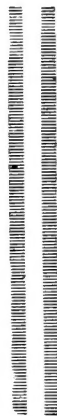
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C. W. PARHAM, MANAGER

J. Gibson McIlvain Company

Philadelphia

Quality—**GOLDEN RULE**—Service



THE **ANDERSON-TULLY** COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

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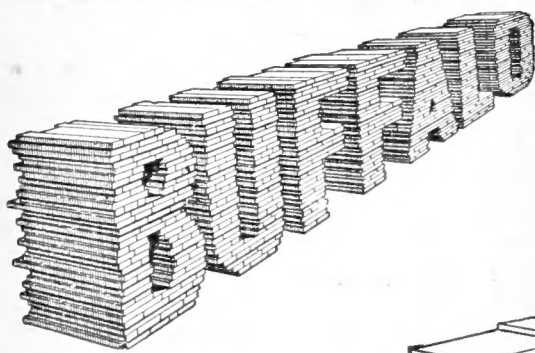
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of Wisconsin and Upper Michigan

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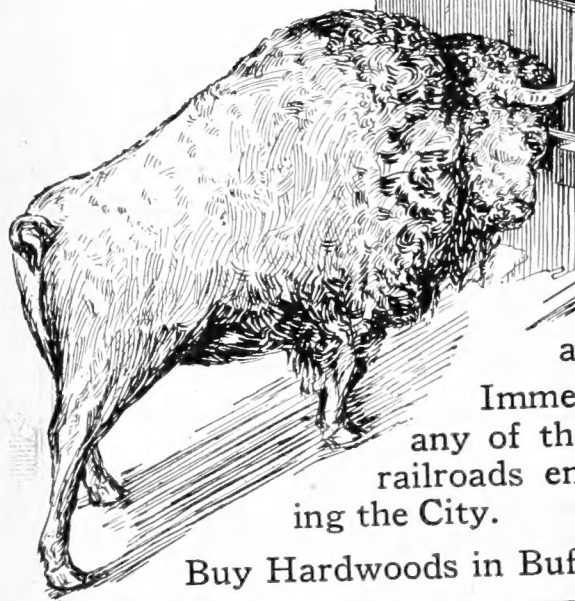
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HARD MAPLE

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



FOR HARDWOODS



**Do you
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shipment?**

We can give you service.

Buffalo dealers have 60,000,000 to 75,000,000 feet of dry hardwoods of all kinds and thicknesses.

Immediate shipment and deliveries can be made on any of the 25 railroads entering the City.

Buy Hardwoods in Buffalo

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH
NIAGARA—CORNER ARTHUR

TAYLOR & CRATE
Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Est. 56 Years Rail or Cargo Shipments

G. ELIAS & BRO., Inc.
ALL KINDS OF LUMBER
ESTABLISHED 1881
965 ELK STREET

Blakeslee, Perrin & Darling
A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut
1100 SENECA STREET

YEAGER LUMBER CO., Inc.
EVERYTHING IN HARDWOODS
932 ELK STREET

FRANK T. SULLIVAN
Specialties: Cherry, Walnut & Pacific Coast Woods
Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

ATLANTIC LUMBER CO.
HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 SENECA STREET

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HARDWOODS OF ALL KINDS
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Our Specialty: QUARTERED WHITE OAK
940 ELK STREET

Buffalo Hardwood Lumber Company
J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.
We Specialize in WHITE ASH, OAK and MAPLE
940 SENECA STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
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SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

H. A. HOOVER

Manufacturer and Wholesaler
Northern and Southern Hardwoods
THICK STOCK A SPECIALTY

The E & W Lumber Company

NORTHERN and SOUTHERN
HARDWOODS
MILL: EDWARDSBURG, MICHIGAN

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.
Mill at Crawfordsville, Ind.

The Powell-Myers Lumber Co.

MANUFACTURERS
Native Hard and Softwoods
Band sawn pattern stock—Furniture & vehicle dimension

RAY B. MAXSON

Manufacturers' Agent
EVERYTHING in HARDWOODS
PLANK AND DIMENSION

The Hyde Lumber Co.

SOUTHERN HARDWOODS
Oak, Gum, Cottonwood, Elm, Ash, Tupelo

The Woodruff-Powell Lumber Co.

SPECIALIZING IN
POPLAR and WALNUT

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of
HARDWOOD LUMBER
MILLS AND YARDS IN TENNESSEE

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana
Concentrating Yards:
Cairo, Illinois, and Troy, Tennessee
HEAVY OAK IS OUR SPECIALTY

Boyd-Hillier Lumber Company

OGDEN, UTAH PORTLAND, OREGON
SOUTH BEND, INDIANA
Fir, Spruce, Hemlock, Cedar, White Pine

DONN PIATT HARDWOOD CRATING

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND
SOUTH BEND, INDIANA
HARDWOODS AND YELLOW PINE

HARRY H. MAUS

SERVICE
Northern and Southern Hardwoods

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods
BAND MILL, LAPORTE, INDIANA

The Coming Hardwood Lumber City



A Service That Is Worth Your Attention

Few Northern operators are as well equipped as we are to handle large yard and industrial requisitions. Our five band mills, cutting 100,000,000 feet annually of Hardwoods, Pine and Hemlock—in addition to our complete planing mill facilities—enable us to handle your every requirement in Northern woods.

The personnel of our organization has been chosen for unusual practical experience. These points count strongly to the discriminating buyer who wants something quickly. We can always cut special orders in Hardwood or Hemlock dimension. Our specialty is the famous Shawano County Hard Maple up to three inches in thickness, and hearts and skid stock for the industrial trade.

WHILE PRESENT ORDERS ARE AS A RULE SMALL, THEY WILL SERVE WELL FOR A TRIAL. LET US FIGURE WITH YOU

buy from fish

WE OFFER THE FOLLOWING DRY STOCK

BIRCH

3/4" No. 1 & Better..2 cars
6/4" No. 2 & Better..4 cars
8/4" No. 1 & Better..2 cars
10/4" No. 1 & Better..1 car
12/4" No. 1 & Better..2 cars

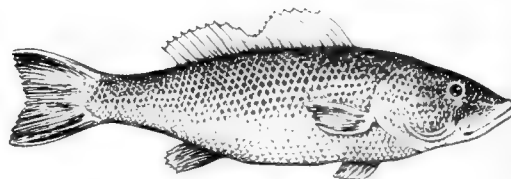
HARD MAPLE

6/4" Selects & Better..2 cars
8/4" No. 1 & Better..3 cars
10/4" No. 1 & Better..2 cars
12/4" No. 1 & Better..2 cars

PROMPT SERVICE IS OUR MOTTO
Car Can Be Loaded Same Day Order Received

Branch Offices

**CHICAGO ROCKFORD
GRAND RAPIDS**



CHARLES W. FISH LUMBER COMPANY, ELCHO, WISCONSIN

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

WHITE ASH

FEAS & Select	
1 1/2" 6-10" 8-16"	22,000'
1 1/2" 6-10" 8-16"	12,500'
1 1/2" 6-10" 8-16"	12,000'
1 1/2" 6-10" 8-16"	36,000'
1 1/2" 6-10" 8-16"	18,500'
4 1/4" 10-12" 10-16"	15,000'
1 1/4" 12" up, 10-16"	15,000'
1 1/4" 10-12" 8-16"	5,000'
6 1/4" 10-12" 10-16"	5,500'
6 1/4" 12" up, 10-16"	5,000'
8 1/4" 10-12" 8-16"	7,500'
8 1/4" 12" up, 10-16"	5,000'
10 1/4" 6-10" 8-16"	23,000'
12 1/4" 6-10" 8-16"	75,000'
12 1/4" 12" up, 8-16"	1,000'
14 1/4" 6-10" 8-16"	3,000'
16 1/4" 6-10" 8-16"	15,000'

Clear Strips

1 1/4" 12" 2 1/2" 8-16" 10,000'	
(No. 1 Common)	
4 1/4" 6-10" up, 8-16"	15,000'
5 1/4" 3-5" up, 1-16"	35,000'
6 1/4" 3-5" up, 4-16"	45,000'
8 1/4" 3-5" up, 4-16"	52,500'
10 1/4" 6-10" up, 8-16"	22,000'
(No. 2 Common)	
5 1/4" 3-5" up, 4-16"	42,000'
6 1/4" 3-5" up, 4-16"	33,501'
8 1/4" 3-5" up, 4-16"	21,500'

COTTONWOOD

4 1/4" 1s & 2s, 6-12"	10,000'
1 1/4" No. 1 Common	33,400'
4 1/4" Box Bds., 9-17"	24,000'

SAP GUM

5 1/4" No. 1 Common	43,700'
5 1/4" No. 1 Common	13,200'
5 1/4" No. 2 Common	7,500'

RED GUM

5 1/4" No. 1 Common	13,200'
5 1/4" No. 2 Common	7,500'

ASH

4 1/4" FAS, 10" & up, 8-16"	
dry, each 1000'	1 car
5 1/4" FAS, reg. width, 8-16"	
dry, each 1000'	1 car
5 1/4" FAS, 10" & up, 8-16"	
dry, each 1000'	1 car
5 1/4" No. 1 Common	5 cars
5 1/4" No. 2 Common	3 cars
12 1/4" FAS	3 cars
12 1/4" No. 1 Common	3 cars
16 1/4" FAS	3 cars
16 1/4" No. 1 Common	2 cars

CYPRESS

4 1/4" FAS	2 cars
4 1/4" Select	2 cars
4 1/4" Shop	1 car
8 1/4" FAS	2 cars
8 1/4" Select	2 cars
8 1/4" Shop	2 cars

WHITE OAK

4 1/4" FAS	3 cars
4 1/4" No. 1 Common	10 cars
5 1/4" FAS	3 cars
5 1/4" No. 1 Common	3 cars

RED OAK

5 1/4" FAS	3 cars
5 1/4" No. 1 Common	3 cars
5 1/4" No. 2 Common	3 cars
12 1/4" Bridge Plank	3 cars

SAP GUM

5 1/4" FAS	3 cars
5 1/4" No. 1 Common	5 cars
5 1/4" No. 2 Common	5 cars

ELM

10 1/4" Log Run	200,000'
8 1/4" Log Run	100,000'
12 1/4" Log Run	100,000'

Dudley Lumber Company

CYPRESS

4 1/4" Select	2 cars
4 1/4" No. 1 Shop	4 cars
4 1/4" No. 1 Common	3 cars
4 1/4" Bldg.	2 cars
5 1/4" Shop & Btr.	1 car
6 1/4" FAS	1 car
6 1/4" Select	2 cars
6 1/4" Shop & Btr.	1 car
8 1/4" FAS	1 car
8 1/4" Select	1 car
8 1/4" Shop & Btr.	1 car
10 1/4" Select & Btr.	1 car
10 1/4" No. 1 Shop	1 car
12 1/4" Shop & Btr.	1 car

PLAIN RED GUM

4 1/4" FAS	1 car
5 1/4" FAS	1 car
6 1/4" FAS	1 car
4 1/4" No. 1 Com. & Sel.	3 cars
5 1/4" No. 1 Com. & Sel.	2 cars

6 1/4" No. 1 Com. & Sel.	1 car
4 1/4" No. 2 Common	3 cars

PLAIN SAP GUM

4 1/4" Box Bds., 13-17"	4 cars
4 1/4" FAS, 13" & Wdr.	2 cars
5 1/4" FAS, 13" & Wdr.	2 cars
4 1/4" FAS, 13" & Wdr.	5 cars
5 1/4" FAS, 13" & Wdr.	2 cars
6 1/4" FAS, 13" & Wdr.	1 car
4 1/4" No. 1 Com. & Sel.	7 cars
5 1/4" No. 1 Com. & Sel.	2 cars
FIGURED RED GUM	
4 1/4" FAS, Plain	1 car
4 1/4" No. 1 C. & Sel., Pl.	2 cars
5 1/4" FAS, Qtd.	1 car
5 1/4" No. 1 C. & Sel., Qtd.	1 car
8 1/4" FAS, Qtd.	1 car
8 1/4" No. 1 C. & Sel., Qtd.	1 car
4 1/4" No. 1 C. & Sel., Qtd.	2 cars
QUARTERED RED GUM	
4 1/4" FAS	2 cars

The Frank A. Conkling Co.

ASH

4 1/4-12 1/4" No. 2 C. & B.	3 cars
1 1/4" FAS	2 cars
1 1/4" No. 1 Common	2 cars
1 1/4" No. 2 Common	1 car

COTTONWOOD

1 1/4" Shop & Btr.	1 car
4 1/4" No. 1 & No. 2 Com.	1 car

CYPRESS

1 1/4" FAS	2 cars
5 1/4" FAS	1 car
4 1/4" No. 1 Common	2 cars
4 1/4" No. 2 Common	1 car

QUARTERED RED GUM

1 1/4" FAS	2 cars
5 1/4" FAS	1 car
4 1/4" No. 1 Common	2 cars
4 1/4" No. 2 Common	1 car

SAP GUM

5 1/4" FAS	3 cars
4 1/4" FAS	3 cars
5 1/4" FAS	1 car
4 1/4" Box Boards, 13-17"	4 cars
4 1/4" Box Boards, 9-12"	2 cars
4 1/4" No. 1 Common	3 cars
4 1/4" No. 1 Common	4 cars
5 1/4" No. 1 Common	2 cars
5 1/4" No. 2 Common	1 car

1 1/4" No. 2 Common	1 car
5 1/4" No. 2 Common	1 car

PLAIN RED OAK

1 1/4" FAS	2 cars
5 1/4" FAS	1 car
6 1/4" FAS	1 car
4 1/4" No. 1 Common	5 cars
4 1/4" No. 1 Common	2 cars
6 1/4" No. 1 Common	2 cars
QUARTERED WHITE OAK	
5 1/4" FAS	1 car
4 1/4" FAS	2 cars
5 1/4" FAS	2 cars
6 1/4" FAS	2 cars
8 1/4" FAS	1 car
5 1/4" No. 1 Common	2 cars
4 1/4" No. 1 Common	5 cars
5 1/4" No. 1 Common	4 cars
6 1/4" No. 1 Common	4 cars
8 1/4" No. 1 Common	1 car
4 1/4" Sound Wormy	4 cars
SYCAMORE	
5 1/4" Log Run	12 car

Dickson & Lambert Lumber Co.

QUARTERED WHITE OAK

1 1/2" FAS	23,000'
5 1/2" FAS	32,761'
4 1/2" FAS	501,529'
5 1/2" FAS	60,813'
4 1/2" No. 1 Common	54,000'
1 1/2" No. 1 Common	186,300'
5 1/2" No. 1 Common	221,933'
1 1/2" No. 1 Common	207,430'
5 1/2" No. 1 Common	177,853'
7 1/2" No. 1 Common	131,500'
7 1/2" Common Strips	56,500'
PLAIN WHITE OAK	
1 1/2" FAS	20,000'
5 1/2" FAS	101,900'
4 1/2" FAS	82,671'
1 1/2" No. 1 Common	100,500'
5 1/2" No. 1 Common	179,100'
7 1/2" No. 2 Common	201,855'
PLAIN RED OAK	
3 1/2" FAS	66,500'

1 1/2" FAS	65,890'
4 1/2" FAS	99,919'
5 1/2" FAS	47,000'
1 1/2" No. 1 Common	91,100'
5 1/2" No. 1 Common	195,900'
7 1/2" No. 1 Common	169,282'
4 1/2" No. 1 Common	310,171'

QUARTERED RED GUM

5 1/4" FAS	7,000'
4 1/4" Com. & Btr.	30,500'
4 1/4" No. 1 Common	24,208'
PLAIN RED GUM	
5 1/4" FAS	89,281'
1 1/2" FAS	98,611'
PLAIN SAP GUM	
4 1/4" FAS	293,759'
5 1/4" FAS	142,600'
4 1/4" No. 1 Common	105,573'
5 1/4" No. 1 Common	121,000'
ELM	
12 1/4" Log Run	78,400'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

Tustin Hardwood Lumber Co.

Specializing in

KILN DRIED
HARDWOODSWe have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECHWe Specialize in QUARTERED
WHITE OAK AND POPLAR

KELLOGG LUMBER CO.

PLAIN SAP GUM

4 1/4" FAS	23,980'
4 1/4" FAS	18,210'
5 1/4" FAS	128,610'
5 1/4" FAS, 17" up	12,087'
5 1/4" FAS, 19" up	9,866'
6 1/4" FAS	7,275'
1 1/4" Box Bds., 1-17"	6,270'
3 1/4" No. 1 Common	8,810'
4 1/4" No. 1 Common	12,660'
5 1/4" No. 1 Common	121,399'
7 1/4" No. 2 Common	1,500'
6 1/4" No. 2 Common	1,500'
8 1/4" No. 2 Common	21,880'
10 1/4" No. 2 Common	30,000'
1 1/4" No. 3 Common	101,711'
5 1/4" No. 3 Common	18,750'
8 1/4" No. 3 Common	16,000'
10 1/4" No. 3 Common	1,000'
10 1/4" No. 4 Common	12,000'

QUARTERED SAP GUM

8 1/4" FAS	96,150'
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6 1/4" No. 1 Common	221,770'
8 1/4" No. 1 Common	40,180'
10 1/4" Com. & Btr.	78,460'

PLAIN RED GUM

4 1/4" FAS	31,890'
4 1/4" No. 1 Common	6,400'
5 1/4" No. 1 Common	8,075'
6 1/4" No. 1 Common	17,665'
8 1/4" No. 1 Common	3,000'
10 1/4" No. 1 Common	2,500'

QUARTERED RED GUM

6 1/4" FAS	11,895'
8 1/4" FAS	66,980'
10 1/4" FAS	2,000'
6 1/4" No. 1 Common	35,835'
8 1/4" No. 1 Common	11,000'

HARDWOODS

MEMPHIS

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

ASH		8/4" Sel. & Btr.	
4/4" 1s & 2s	12,000'	4/4" No. 1 Shop	19,000'
5/4" 1s & 2s	10,000'	5/4" No. 1 Shop	7,000'
6/4" 1s & 2s	28,000'	6/4" No. 1 Shop	17,000'
8/4" 1s & 2s	53,000'	8/4" No. 1 Shop	13,000'
10/4" No. 1 Com. & Btr.	35,000'	ELM	
4/4" No. 1 Common	48,000'	4/4" Log Run	6,000'
5/4" No. 1 Common	72,000'	6/4" Log Run	11,000'
6/4" No. 1 Common	68,000'	8/4" Log Run	6,000'
8/4" No. 1 Common	80,000'	SAP GUM	
4/4" No. 2 Common	10,000'	4/4" 1s & 2s	5,000'
5/4" No. 2 Common	3,000'	5/4" 1s & 2s	98,000'
6/4" No. 2 Common	18,000'	4/4" No. 1 Common	4,000'
CYPRESS		5/4" No. 1 Common	56,000'
4/4" 1s & 2s	6,000'	6/4" No. 1 Common	9,000'
5/4" 1s & 2s	22,000'	8/4" No. 1 Common	5,000'
6/4" 1s & 2s	6,000'	QUARTERED WHITE OAK	
8/4" 1s & 2s	14,000'	4/4" 1s & 2s	23,000'
4/4" Selects	19,000'	5/4" 1s & 2s	11,000'
4/4" Sel. & Btr.	18,000'	6/4" 1s & 2s	17,000'
5/4" Sel. & Btr.	10,000'	8/4" 1s & 2s	3,000'
6/4" Sel. & Btr.	16,000'	4/4" No. 1 Common	54,000'

Welsh Lumber Company

ASH		QUARTERED SAP GUM	
4/4" Com. & Btr.	1 car	8/4" Com. & Btr.	1 car
4/4" No. 1 & No. 2 Com.	1 car	4/4" No. 1 C. 13" & up.	2 cars
COTTONWOOD		4/4" No. 2 Common	7 cars
4/4" FAS	1 car	5/4" No. 2 Common	3 cars
ELM		MAPLE	
4/4" Log Run	1 car	12/4" Log Run	1 car
10/4" & 12/4" Log Run	1 car	RED GUM	
SAP GUM		4/4" No. 1 Common	1 car
4/4" Box Bds. 13-17"	2 cars	QUARTERED WHITE OAK	
4/4" FAS. 13" & up.	3 cars	4/4" No. 1 Common	2 cars
5/4" FAS. 13" & up.	1 car	4/4" No. 1 Common	2 cars
4/4" FAS	3 cars		

DUGAN LUMBER
COMPANYMILL AT
BYNG, MISS.F. W. DUGAN
J. R. COLLINS

WHITE ASH

1" 1s & 2s	50,000'	10/4" No. 2 Common	13,000'
5/4" 1s & 2s	13,000'	12/4" No. 2 Common	12,000'
6/4" 1s & 2s	24,000'	Miscellaneous Hardwoods	
8/4" 1s & 2s	60,000'	SAP GUM	
12/4" 1s & 2s	35,000'	1" Com. & Btr.	6,000'
8/4" No. 1 Com. & Btr.	100,000'	1" No. 2 Common	12,000'
10/4" No. 1 Com. & Btr.	85,000'	5/4" No. 1 Common	8,000'
12/4" No. 1 Com. & Btr.	70,000'	5/1" No. 2 Common	28,000'
16/4" No. 1 Com. & Btr.	26,000'	6/4" No. 1 Com. & Btr.	20,000'
4/4" No. 1 Common	150,000'	MAPLE	
5/4" No. 1 Common	15,000'	12/4" Log Run	8,000'
6/4" No. 1 Common	15,000'	CYPRESS	
8/4" No. 1 Common	170,000'	4/4" 1s & 2s	11,000'
10/4" No. 1 Common	15,000'	4/1" No. 1 Common	15,000'
12/4" No. 1 Common	16,000'	PLAIN WHITE OAK	
16/4" No. 1 Common	12,000'	4/4" No. 1 Common	9,400'
4/4" No. 2 Common	120,000'	4/4" No. 2 Common	10,500'
5/4" No. 2 Common	95,000'	4/1" No. 3 Common	20,000'
6/4" No. 2 Common	47,000'		
8/4" No. 2 Common	15,600'		

Thompson-Katz Lbr. Co.

ASH		SAP GUM	
4/4" FAS	57,000'	5/8" FAS	4,000'
4/1" No. 1 Common	47,000'	1" FAS	21,000'
12/4" No. 2 Common	50,000'	3/4" No. 1 Common	20,000'
5/4" FAS	15,000'	4/4" FAS. 13-17"	15,000'
5/1" No. 1 Common	40,000'	4/4" Box Boards, 13-17"	24,000'
5/4" No. 2 Common	100,000'	4/4" FAS	50,000'
6/4" No. 1 Common	25,000'	8/4" No. 1 Com. & Btr.	400,000'
8/1" No. 1 Com. & Btr.	110,000'	SOFT MAPLE	
10/4" No. 1 Com. & Btr.	100,000'	(Spot Worms No Det.)	
12/4" No. 1 Com. & Btr.	20,000'	4/4" Log Run	100,000'
16/4" No. 1 Com. & Btr.	28,000'	5/4" Log Run	100,000'
COTTONWOOD		8/4" Log Run	100,000'
4/4" FAS. 6-12"	200,000'	10/4" Log Run	125,000'
4/4" Box Boards, 13-17"	42,000'	12/4" Log Run	100,000'
5/4" FAS	60,000'	QUARTERED WHITE OAK	
6/1" FAS	27,000'	4/4" No. 1 & 2 Com.	120,000'
QUARTERED RED GUM		PLAIN RED OAK	
8/4" Log Run, S. N. D.	200,000'	5/4" No. 1 Common	150,000'
		8/4" No. 1 Com. & Btr.	40,000'

Grismore-Hyman Co.

QUARTERED RED GUM		PLAIN SAP GUM	
4/4" FAS	11,000'	4/4" Box Boards, 13-17"	50,000'
5/4" FAS	14,000'	4/4" Box Boards, 11-12"	30,000'
4/4" No. 1 Common	30,000'	4/4" Box Boards, 8-10"	36,000'
5/4" No. 1 Common	28,000'	4/4" FAS	53,000'
8/4" No. 1 Com. & Btr.	15,000'	4/4" No. 1 Common	106,000'
10/4" No. 1 Com. & Btr.	17,000'	4/4" No. 2 Common	74,000'
4/4" No. 2 Common	10,500'	5/4" No. 2 Com. & Btr.	118,000'
PLAIN RED GUM		5/4" FAS	134,000'
4/4" FAS	11,000'	5/4" FAS. 13" & up.	50,000'
4/4" No. 1 Common	37,000'	5/4" No. 1 Common	77,000'
1/4" No. 2 Common	9,000'	5/4" No. 2 Common	17,000'
8/4" No. 1 Com. & Btr.	40,000'	PLAIN BLACK GUM	
QUARTERED SAP GUM		4/4" No. 1 Com. & Btr.	8,000'
4/4" No. 1 Com. & Btr.	5,500'	8/4" No. 1 Com. & Btr.	50,000'
5/4" No. 1 Com. & Btr.	21,000'	QUARTERED BLACK GUM	
8/4" No. 1 Com. & Btr.	260,000'	8/4" No. 1 Com. & Btr.	22,000'

Ferguson & Palmer Company

C. B. COLBORN

Manufacturer and Wholesale Dealer in

Southern
Hardwood Lumber
and Dimension Stock

P. O. BOX 795

WHITE ASH

4/3" FAS. 10" & up.	1 car	16/4" No. 1 Com. & Btr.	1 car
6/4" FAS. 10" & up.	1 car	4/4" No. 1 Common	3 cars
4/4" FAS. Regular	1 car	5/4" No. 1 Common	3 cars
6/4" FAS. Regular	2 cars	6/4" No. 1 Common	2 cars
4/4" No. 1 Com. & Btr.	2 cars	8/4" No. 1 Common	3 cars
5/1" No. 1 Com. & Btr.	1 car	10/4" No. 1 Common	1 car
6/4" No. 1 Com. & Btr.	2 cars	12/4" No. 1 Common	1/2 car
8/4" No. 1 Com. & Btr.	4 cars	16/4" No. 1 Common	1/2 car
10/1" No. 1 Com. & Btr.	3 cars	4/4" No. 2 Common	2 car
12/4" No. 1 Com. & Btr.	2 cars	5/4" No. 2 Common	1 car
		8/4" No. 2 Common	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

QUARTERED WHITE OAK

4 1/4" No. 1 Com. & Btr.	18,000
4 1/4" No. 1 Com. & Btr.	20,000
4 1/4" No. 2 Com. & Btr.	20,000
5 1/4" No. 1 Com. & Btr.	18,000

PLAIN OAK

4 1/4" No. 1 Com. (White)	20,000
4 1/4" Sound Wormy	20,000
4 1/4" 1s & 2s (Red)	18,000
4 1/4" 1s & 2s (Red)	15,000
4 1/4" No. 1 Com. (Red)	128,000
4 1/4" No. 2 Com. (Red)	50,000

QUARTERED RED GUM

4 1/4" No. 1 Common	30,000
4 1/4" 1s & 2s	15,000
6 1/4" No. 1 Common	58,000

QTD RED GUM SND

5 1/4" No. 1 Com. & Btr.	200,000
6 1/4" No. 1 Com. & Btr.	30,000
12 1/4" 1s & 2s	50,000
12 1/4" No. 1 Common	10,000
16 1/4" 1s & 2s	30,000

PLAIN SAP GUM

4 1/4" 1s & 2s, 6-12"	15,000
4 1/4" 1s & 2s, 7-17"	15,000
6 1/4" No. 1 Common	15,000
8 1/4" 1s & 2s	90,000
8 1/4" No. 1 Common	75,000
8 1/4" No. 3 Common	40,000

QUARTERED SAP GUM

6 1/4" Com. & Btr.	50,000
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PLAIN SAP GUM

4 1/4" No. 1 Com. & Sel.	75,000
4 1/4" No. 2 Common	100,000
5 1/4" Com. & Btr.	100,000
5 1/4" No. 1 Com. & Sel.	100,000
6 1/4" Com. & Btr.	40,000
6 1/4" Nos. 2 & 3 Com.	100,000

PLAIN RED GUM

4 1/4" No. 1 Com. & Sel.	100,000
4 1/4" No. 2 Common	100,000
5 1/4" No. 1 Com. & Sel.	50,000
5 1/4" No. 2 Common	50,000
6 1/4" No. 1 Com.	25,000
6 1/4" No. 2 Common	100,000

QUARTERED RED GUM

4 1/4" No. 1 & 2	4,000
4 1/4" No. 1 Com. & Sel.	75,000
5 1/4" No. 1 Com. & Sel.	50,000
6 1/4" 1 & 2	30,000
6 1/4" No. 1 Com. & Sel.	150,000

PLAIN RED OAK

4 1/4" Com. & Btr.	14,000
4 1/4" No. 2 Common	35,000
4 1/4" SW	100,000

QUARTERED RED OAK

4 1/4" No. 1 Com. & Sel.	100,000
4 1/4" No. 2 Common	30,000

QUARTERED WHITE OAK

4 1/4" Common & Better	13,000
4 1/4" No. 1 Com. & Sel.	50,000

PLAIN WHITE OAK

4 1/4" Common & Better	13,000
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Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

ASH	
4 1/4" No. 1 and No. 2	12,000
8 1/4" No. 1 Com. & Btr.	3,000
10 1/4" No. 1 Com. & Btr.	24,000
COTTONWOOD	
4 1/4" Log Run	300,000
CYPRESS	
6 1/4" Shop & Btr.	40,000
4 1/4" Shop & Btr.	50,000
ELM	
4 1/4" Log Run	12,000
8 1/4" Log Run	46,000
10 1/4" Log Run	23,000
RED GUM	
4 1/4" No. 1 Com. & Btr.	16,000
4 1/4" No. 1 Common	35,000
SAP GUM	
4 1/4" Nos. 1 & 2	40,000
4 1/4" No. 1 Common	150,000
4 1/4" No. 2 Common	75,000

4 1/4" No. 3 Common	30,000
5 1/4" Log Run	100,000
QUARTERED SAP GUM	
8 1/4" No. 1 Com. & Btr.	100,000
QUARTERED RED GUM	
4 1/4" No. 1 Common	36,000
5 1/4" No. 1 Common	20,000
8 1/4" No. 1 Common	50,000
SOFT MAPLE	
4 1/4" Log Run	30,000
12 1/4" Log Run	70,000
QUARTERED RED OAK	
4 1/4" No. 1 Common	25,000
4 1/4" No. 1 Common	70,000
4 1/4" No. 2 Common	15,000
PLAIN RED OAK	
4 1/4" Nos. 1 & 2	45,000
4 1/4" No. 1 Common	100,000
5 1/4" No. 1 Common	60,000

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

SERVICE

BASED ON PERSONAL ATTENTION

Having been associated with all phases of southern hardwood production and handling for many years, I am pleased to offer to careful buyers a personal service of unique and distinctive character. Address your inquiries to me personally.

D. S. WATROUS

805-6 CENTRAL BANK BUILDING

Regular Widths and Lengths

QUARTERED RED GUM	PLAIN WHITE OAK
4 1/4" F&S, 12 Mos. dry.	30,000
4 1/4" 1 Com. 12 Mos. dry.	140,000
5 1/4" F&S, 10 Mos. dry.	21,000
5 1/4" 1 Com. 10 Mos. dry.	122,000
6 1/4" F&S, 12 Mos. dry.	36,000
6 1/4" 1 Com. 12 Mos. dry.	89,000
8 1/4" F&S, 14 Mos. dry.	52,000
8 1/4" 1 Com. 14 Mos. dry.	97,000
QUARTERED WHITE OAK	PLAIN RED OAK
4 1/4" F&S, 15 Mos. dry.	18,000
4 1/4" 1 Com. 15 Mos. dry.	86,000
5 1/4" F&S, 12 Mos. dry.	22,000
5 1/4" 1 Com. 12 Mos. dry.	41,000
6 1/4" F&S, 12 Mos. dry.	18,000
6 1/4" 1 Com. 12 Mos. dry.	36,000
QUARTERED RED GUM	PLAIN RED OAK
4 1/4" F&S, 10 Mos. dry.	16,000
5 1/4" 1 Com. 12 Mos. dry.	160,000
PLAIN RED OAK	
4 1/4" F&S, 12 Mos. dry.	36,000
1 1/4" 1 Com. 12 Mos. dry.	182,000
QUARTERED RED GUM	
(Sap No Defect.)	
4 1/4" F&S, 10 Mos. dry.	76,000
4 1/4" 1 Com. 10 Mos. dry.	140,000
5 1/4" F&S, 12 Mos. dry.	43,000
5 1/4" 1 Com. 12 Mos. dry.	96,000
8 1/4" F&S, 14 Mos. dry.	61,000
8 1/4" 1 Com. 14 Mos. dry.	102,000
10 1/4" 1 Com. 14 Mos. dry.	22,000

The Mossman Lbr. Co., Inc.

Geo. C. Brown & Co.

Quality and Service

Will count in all future transactions in your business and ours. We have Quality Hardwoods and are prepared to serve you.

SEND US YOUR INQUIRIES

Baker-Matthews Lumber Co.

PLAIN WHITE OAK	4 1/4" Sound Wormy	40,000
5 1/4" 1s & 2s	6 1/4" Sound Wormy	12,000
5 1/4" No. 1 Common	QUARTERED RED GUM	
5 1/4" No. 2 Common	1 1/4" No. 1 & Btr.	40,000
3 1/4" No. 1 Common	8 1/4" No. 1 & Btr.	20,000
4 1/4" No. 1 & No. 2 Com.	5 1/4" No. 1 Common	12,000
2" Bridge Plank	QUARTERED SAP GUM	
3" Bridge Plank	1 1/4" No. 1 & Btr.	50,000
PLAIN RED OAK	6 1/4" No. 1 Common	80,000
5 1/4" No. 1 Com. & Btr.	8 1/4" No. 1 & Btr.	50,000
3 1/4" No. 1 Common	CYPRESS	
3 1/4" No. 2 Common	4 1/4" Shop & Btr.	15,000
1 1/4" 1s & 2s	4 1/4" Shop & Btr.	20,000
4 1/4" No. 1 Common	1 1/4" No. 1 Common	50,000
4 1/4" No. 2 Common	7 1/4" No. 1 Common	30,000
2" Bridge Plank	1 1/4" No. 2 Common	20,000
3" Bridge Plank	PLAIN SAP GUM	
PLAIN MIXED OAK	1 1/4" No. 2 Common	100,000
5 1/4" Sound Wormy	5 1/4" No. 2 Common	100,000
5 1/4" No. 3 Common	6 1/4" No. 2 Common	100,000
3 1/4" Sound Wormy	COTTONWOOD	
	1 1/4" No. 2 Com. & Btr.	450,000

Mark H. Brown Lumber Co.

PLAIN SAP GUM		QUARTERED RED GUM	
5/8" No. 1 C&B, 12" sup.	100,000'	4/4" No. 1 Common...	200,000'
5/8" F&S, 6 to 12"	20,000'	5/4" No. 1 Common...	40,000'
4/4" 18" & Up. panel & wide No. 1	1,000'	PLAIN RED OAK	
4/4" F&S, 13 to 17"	18,000'	5/8" No. 1 Com. & Btr.	50,000'
4/4" 1 C, 12" & wider	50,000'	3/4" No. 1 Common...	70,000'
4/4" No. 1 Common	300,000'	4/4" No. 1 Common...	200,000'
4/4" No. 2 Common	200,000'	4/4" No. 2 Common...	150,000'
5/4" F&S, 15" & wider	20,000'	5/4" No. 1 Common...	70,000'
5/4" F&S	200,000'	8/4" No. 1 Com. & Btr.	65,000'
5/4" No. 1 Common	200,000'	QUARTERED RED OAK	
5/4" No. 2 Common...	75,000'	4/4" Nos. 1 & 2 Com.	200,000'
QUARTERED SAP GUM		3, 1/2" F&S	40,000'
4/4" No. 1 Common...	35,000'	QUARTERED WHITE OAK	
6/4" No. 1 Com. & Btr.	40,000'	4/4" Nos. 1 & 2 Com.	100,000'
PLAIN RED GUM		SOFT ELM	
1/4" No. 1 Com. & Btr.	23,000'	6/4" No. 2 Com. & Btr.	200,000'
5/8" F&S	20,000'	10/4" No. 2 Com. & Btr.	90,000'
4/4" No. 1 Common	100,000'	PECAN	
4/4" No. 2	100,000'	5/4" No. 2 Com. & Btr.	50,000'
5/4" F&S	15,000'	6 1/4"	150,000'
		8/4"	140,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

HARDWOODS

MEMPHIS

ASH (10 Mos. Dry)	
Regular Widths	
10/4" Log Run	1 car
COTTONWOOD (6 Mos. Dry)	
4/1" Box Boards, 13-17"	3 cars
4/4" Box Boards, 9-12"	3 cars
4/4" FAS, 1" & up	3 cars
4/4" FAS, 6-12"	10 cars
4/4" No. 1 Common	10 cars
4/4" No. 2 Common	2 cars
5/4" No. 1 Common	10 cars
5/4" No. 2 Common	2 cars
5/4" No. 1 Common	2 cars
ELM (10 Mos. Dry)	
6/4" Log Run	6 cars
8/4" Log Run	5 cars
10/4" Log Run	8 cars
PLAIN SAP GUM (10 Mos. Dry)	
5/4" No. 1 Com. & Btr.	10 cars
6/4" No. 1 Common	5 cars
4/4" No. 1 Common	10 cars
PLAIN RED GUM (10 Mos. Dry)	
4/4" No. 1 Com. & Btr.	5 cars
5/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 Com. & Btr.	2 cars

HICKORY (2 Mos. Dry)	
8/4" Log Run	2 cars
PLAIN RED OAK (10 Mos. Dry)	
4/4" No. 1 Com. & Btr.	10 cars
5/4" No. 1 Com. & Btr.	12 cars
PLAIN WH OAK (10 Mos. Dry)	
5/4" No. 1 Common	1 car
QTD. RED OAK (10 Mos. Dry)	
4/4" No. 1 Com. & Btr.	2 cars
QTD. WHITE OAK (10 Mos. Dry)	
4/4" No. 1 Common	3 cars
MAPLE (10 Mos. Dry)	
10/4" Log Run	1 car
SYCAMORE (10 Mos. Dry)	
10/4" Log Run	2 cars
CYPRESS (6 Mos. Dry)	
4/4" Select & Better	3 cars
4/4" No. 1 Shop	2 cars
4/4" No. 1 Common	5 cars
5/4" Shop	5 cars
5/4" Select & Better	2 cars
5/4" No. 1 Common	4 cars

YELLOW CYPRESS	
1" FAS	1 car
1" FAS, S&D	1 car
1" S&D	1 car
1" Shop	1 car
1" S&D	1 car
4/4" No. 1 C. Rand. Wd.	1 car
6/4" No. 1 C. Rand. Wd.	2 cars
8/4" No. 1 C. Rand. Wd.	1 car
10/4" No. 1 Common	1 car
10/4" No. 1 Common	1 car
10/4" No. 1 Common	2 cars
10/4" No. 1 Common	1 car
PLAIN RED GUM	
4/4" No. 1 Com. & Btr.	1 car
6/4" FAS	1 car
POPLAR	
4/4" No. 1 Com. & Btr.	3 cars
QUARTERED SAP GUM	
5/4" No. 1 Com. & Btr.	2 cars

Johnson Bros. Hardwood Co.

FIGURED RED GUM	
4/4" FAS, Qtd.	18,000'
5/4" FAS, Qtd.	21,000'
6/4" FAS, Qtd.	10,000'
4/4" FAS, Qtd.	2,000'
5/4" FAS, Plain	9,000'
6/4" FAS, Plain	3,000'
4/4" No. 1 Com., Qtd.	34,000'
5/4" No. 1 Com., Qtd.	21,000'
6/4" No. 1 Com., Qtd.	15,000'
4/4" No. 1 Com., Plain	35,000'
5/4" No. 1 Com., Plain	27,000'
6/4" No. 1 Com., Plain	6,000'
8/4" No. 1 Com., Plain	3,000'
QUARTERED RED GUM	
4/4" FAS	14,000'
5/4" FAS	17,000'
6/4" FAS	16,000'
4/4" FAS	5,000'
4/4" No. 1 Com. & Sel.	39,000'
5/4" No. 1 Com. & Sel.	33,000'
6/4" No. 1 Com. & Sel.	28,000'

8/4" No. 1 Com. & Sel.	10,000'
WALNUT	
4/4" Log Run	10,000'
QUARTERED WHITE OAK	
4/4" FAS	36,000'
5/4" FAS	12,000'
6/4" FAS	11,000'
8/4" FAS	6,000'
4/4" No. 1 Com. & Sel.	63,000'
5/4" No. 1 Com. & Sel.	22,000'
6/4" No. 1 Com. & Sel.	16,000'
8/4" No. 1 Com. & Sel.	15,000'
QUARTERED RED OAK	
4/4" FAS	16,000'
4/4" No. 1 Com. & Sel.	40,000'
5/4" No. 1 Com. & Sel.	4,000'
PLAIN RED OAK	
3/4" FAS	35,000'
4/4" FAS	29,000'
5/4" FAS	27,000'
4/4" No. 1 Com. & Sel.	52,000'

Ersine Williams Lumber Co.

QUARTERED WHITE OAK	
1" FAS	10,000'
3" FAS	10,000'
3" FAS	27,000'
5" FAS	4,000'
6" FAS	3,000'
8" FAS	7,000'
10" No. 1 Common	11,000'
12" No. 1 Common	17,000'
3" No. 1 Common	14,000'
4" No. 1 Common	236,000'
5" No. 1 Common	12,000'
6" No. 1 Common	15,000'
8" No. 1 Common	20,000'
4" Clr. Stps., S. N. D.	31,000'
1" Clr. Stps., 4-1/2"	5,000'

1" Clr. Stps., 5-1/2"	7,000'
QUARTERED RED OAK	
1" FAS	6,000'
1" FAS	27,000'
4" No. 1 Common	117,000'
PLAIN WHITE OAK	
4/4" No. 1 Common	19,000'
8/4" No. 1 Common	30,000'
PLAIN RED OAK	
3" FAS	28,000'
4" FAS	21,000'
5" FAS	22,000'
6" FAS	27,000'
8" FAS	10,000'
4" No. 1 Common	241,000'

Memphis Band Mill Co.

Partial List Dry Stock

PLAIN RED GUM	
4/1" No. 1 Com. & Sel.	5 cars
4/1" FAS	2 cars
QUARTERED RED GUM	
5/4" No. 1 C. & B.	7 cars
8/4" No. 1 C. & B.	7 cars
PLAIN SAP GUM	
4/4" FAS, all 12"	1 car
5/4" No. 1 Com. & Btr.	5 cars
6/4" No. 1 Common	7 cars
6/4" No. 2 Common	4 cars
10/4" No. 1 Com. & Btr.	2 cars
12/4" No. 1 Com. & Btr.	1 car
MAPLE	
6/4" Log Run	2 cars

SOFT ELM	
10/4" Log Run	2 cars
12/4" Log Run	3 cars
BEECH	
6/4" Log Run	5 cars
ASH	
5/4" No. 1 Common	3 cars
6/4" No. 1 Common	5 cars
8/4" No. 1 Common	4 cars
CYPRESS	
4/1" No. 1 Shop	2 cars
6/4" No. 1 Shop	3 cars
6/4" Sel. & Btr.	2 cars

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5/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 & Btr.	1 car
PLAIN WHITE OAK	
4/4" Is & 2s	1 car
4/4" No. 1 & No. 2 Com.	2 cars
6/4" No. 1 Com. & Btr.	1 car
PLAIN RED OAK	
3/4" No. 1 & No. 2 Com.	5 cars
4/4" Is & 2s	1 car
4/4" No. 1 & No. 2 Com.	3 cars
5/4" No. 1 Com. & Btr.	5 cars
MIXED OAK	
3/4" Sound Wormy	1 car
4/4" Sound Wormy	3 cars
PLAIN SAP GUM	
5/8" Is & 2s	1 car
5/8" No. 1 & No. 2 Com.	6 cars
3/4" Is & 2s	1 car
3/4" No. 1 & No. 2 Com.	5 cars
4/4" Box Bds., 9-12"	1 car

4/4" Box Bds., 13-17"	1 car
4/4" No. 2 Com. & Btr.	5 cars
5/4" Is & 2s	3 cars
6/4" No. 2 Com. & Btr.	5 cars
QTD. RED GUM, S. N. D.	
5/4" No. 1 Com. & Btr.	4 cars
6/4" No. 1 Com. & Btr.	3 cars
8/4" No. 1 Common	5 cars
PLAIN RED GUM	
4/4" No. 1 Common	1 car
6/4" No. 1 Common	1 car
QUARTERED RED GUM	
5/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 Com. & Btr.	4 cars
8/4" No. 1 Common	4 cars
QUARTERED BLACK GUM	
8/4" No. 1 Com. & Btr.	3 cars
ASH	
5/4" No. 1 Com. & Btr.	3 cars
8/4" No. 1 Com. & Btr.	2 cars
12/4-10/4" No. 1 C. & B.	1 car
CYPRESS	
8/4" No. 1 & No. 2 Com.	100,000'

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6/4" Com. & Btr., 4 mo.	1 car
RED GUM	
5/8" Com. & Btr., 6 mo.	1 car
4/4" Is & 2s, 6 mo.	1 car
4/4" No. 1 Com., 6 mo.	5 cars
SAP GUM	
5/8" Is & 2s, 4 mo.	4 cars
5/8" No. 1 Com., 4 mo.	2 cars
4/4" Is & 2s, 4 mo.	1 car
4/4" No. 1 Com., 4 mo.	2 cars
QTD. RED GUM	
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WHITE OAK	
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6/4 Log Run Elm.....	25,000
8/4 Log Run Elm.....	50,000
10/4 Log Run Elm.....	40,000
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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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537 So. Dearborn St., CHICAGO
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Vol. LII

CHICAGO, OCTOBER 25, 1921

No. 1

Review and Outlook

General Market Conditions

WITH APPROXIMATELY TWO MONTHS of actual business left during the current year, it becomes more and more apparent that those predictions of improvement before January one were based on sound reasoning. Prophecies favorable to the immediate future of business have not been based so much on expectation of greatly enlarged demand, as on realization that with radical curtailment of production there is real possibility of the balance between production and consumption soon being attained. Evidently the evidences of improvement which with each week are becoming more general, are the result of at least partial realization of that balance.

At the same time, while it is difficult to prove, by figures, that the actual volume of demand in hardwoods has shown a marked increase, at least it is difficult to actually analyze that increase and show its direction and extent, the fact remains that those who have hardwood lumber for sale are justified in their much more optimistic viewpoint. For a considerable period immediately prior to the visible turn in business affairs, sales offices had been deluged with inquiries, most of which were quoted on, but few developed business. It was soon apparent that these were not bona fide indications of a desire for immediate purchase of hardwood lumber. Of late, however, the proportion of actual business originating from inquiries, has been noticeably increased until, today, it is not at all unusual for bona fide sales to result from a majority of such communications. It is equally pertinent that in a great many such cases, request is made for immediate, or wire quotation, which quite frequently is followed by wire acceptance. In fact, the volume of such hurry-up business is constantly growing, and reveals a dire shortage in some quarters of certain much-sought-for items.

All of these circumstances have led to a very much more healthy state of mind in hardwood circles. The man having hardwood lumber to sell feels that he is at least beginning to have some voice in the value which must be placed on it. Of course, for some time past, he has been feeling more or less independent regarding his first and seconds grades because of the general knowledge that the supply of this material was rapidly nearing exhaustion. He has, though, been burdened with an excessive load in his low grade, but is now beginning to feel a discernible effect of the general demand as it passes down from grade to grade with the firming of prices which started with the uppers.

In spite of the considerable clarifying of the business atmosphere in hardwood regions, it is doubtful if the effect upon this winter's production will be material as the season has already so far advanced as to preclude the possibility of change in policy on the part of many operators. In the case of such firms as have not ceased their woods and saw mill work, it is likely that continuance of present improvement will cause them to keep on with their operations rather than, as previously planned, closing down with the end of the fall logging season. However, but a very small percentage of hardwood production has been maintained without interruption during the late summer and fall months, and in the case of those who are not now actually operating, there is very little likelihood that further improvement will bring them into production.

Thus, such improved position as is attained over the next couple of months, will quite likely remain established throughout the winter, for the deplorably broken state of hardwood stocks is sufficient reason to make many buyers wonder where their next year's supply will come from. Even casual examination of mill piles reveals a surprisingly small percentage of new lumber, the bulk of such piles being made up of six to twelve months' old material, in many cases representing the lower grades. With decreasing supply and increasing price on the uppers, inroads are already being made into the stocks of less desirable material.

In its prophecies of markets during the past six or eight months, HARDWOOD RECORD has laid more stress on decreasing supplies than on increasing demands. It appears now, though, that the latter phase is constantly developing and that, in fact, some industries which have shown an almost total absence of activity, are now again developing a breath of life. For instance, a slight murmur seems to be coming from the agricultural implement folks and the railroads, and already a substantial evidence of renewed business is developing in automobile circles. Behind this are many of the other stable industries, such as building in its many ramifications, and furniture. In both of the latter cases, a healthy development seems assured, though a full volume of business has not yet been attained and will probably be rather slow of developing. Nevertheless, consistent improvement has been noted over recent months, and is likely to continue up to around the first of the year, when, of course, business in general may reasonably expect the seasonal dullness resulting from inventories and other seasonal activities.

In the meantime, though, **HARDWOOD RECORD** feels justified in again stating that, in its opinion, hardwood lumber has passed its low point and is good property for any buyer having the funds and the nerve to invest.

"Forward to Normalcy"

W. A. **BABBITT** of South Bend, general secretary of the National Association of Wood Turners, has contributed to the hardwood trade, both producing and consuming, many a thought, sound in principle and well expressed, which if universally heeded would prove invaluable. But no attempt of Mr. Babbitt's to express his personal philosophy through the press has quite equalled his intelligent and energetic handling of the present economic situation in an article under the above heading appearing in this issue of **Hardwood Record**.

The battle cry of the world today should be not "Back to Normalcy and 1914 Price Levels," but "Forward to Normalcy and 1921 Prices." Characterizing as a liar and an ass, the buyer who arbitrarily refuses to consider a quotation because it is not parallel with 1914 figures, Mr. Babbitt vividly pictures the position in which this country and the world finds itself as contrasted with 1914. The asks, "What went with normalcy and 1914 price levels? Universal stagnation. General Unemployment. One great financial crash after another! * * * What particular item of the economic history of 1914 appeals to you, outside of a low tax rate? You know that the country was nearer a great panic then than now." Mr. Babbitt states most emphatically that "that normalcy which business must attain or perish is not behind us, but ahead of us. It will have to rest upon a new series of economic conditions of which 1914 knew nothing."

Without enumerating all of the points of difference developed in Mr. Babbitt's article, the following most pertinently and vividly contrast the two eras. He says that Federal taxes have increased from \$8.75 per capita in 1914 to \$46 per capita in 1921, to say nothing of state, county, city and other taxes. The cost of transportation has advanced 85 per cent and the cost of financing operations is double pre-war basis.

The present tendency to follow the cry "back to normalcy" is due, according to Mr. Babbitt, to a mob psychology which rallied behind this slogan with a will and a vengeance. The announcement of "restrictive measures by the Federal Reserve Bank and its branches and members was enough to secure deflation at the highest possible speed consistent with safety," says Mr. Babbitt in referring to the beginning of the present conditions, but at this critical juncture came "Back to Normalcy and 1914 Price Levels." The slogan was "touted from every possible angle of fact and fancy. The public accepted the slogan as truth and stopped buying. Though they had forgotten the hard times that went with 1914 prices, they remembered the *prices* which looked good on the basis of 1920 wages." The collapse of industry followed immediately. Production slumped down to twenty per cent of normal and with this result came unemployment and then the last hope of orderly deflation was destroyed by the mob psychology and its "Back to Normalcy" slogan.

Mr. Babbitt's article is full of live facts as well as philosophy. For instance, in referring to the relentless policy of buyers of continuously hounding for lower prices, he states that last November the "total-realization-from-sales" dropped below "cost-line" and has stayed there ever since. Indicating an average loss for all business done of fifteen per cent of the total cost not including losses due to inventory write-off. He refers to the chart shown with his article, which brings this fact out in clear perspective.

The writer's philosophy does not merely point the sin of which we have all been guilty, but points the way out through a clear-sighted exposition of the fallacy of the present state of mind of our population. His assertion that we must either follow the slogan "Forward to Normalcy," or perish, is supported by a clearly expressed answer to that question which has been uppermost in the minds of our business executives ever since it became apparent that the "Back to Normalcy and 1914 Prices" principle was built on columns of sand, viz., "What is Normalcy?"

Mr. Babbitt supplies a line of reasoning which if applied in general would prove a panacea for the present difficulties. According to his logic, "Normalcy is a balanced condition of supply and demand, relative to the current economic situation. The proof or index of normalcy is a price level which encourages bona fide traffic in commodities."

No more convincing proof of the entire wisdom of this statement is needed than the history of production during the past six or eight months. Nor is it necessary to go beyond the sawmilling and wood-working industries to gain the required illustration. Hardwood prices have been pounded down lower and lower despite the protests of producers that they would soon be selling at less than cost. When it was demonstrated to the trade at large that that position had been reached, production immediately became restricted until today it is doubtful if more than fifteen per cent of possible operation is underway. It is a well known fact that some prices on certain grades of hardwoods represent a practically nil return on the net mill basis. The same thing unquestionably holds in the production of certain fabricated products made from hardwood, and there is little reason for believing that in either instance the policy has materially contributed toward righting the economic situation. It little behooves anyone to try to force the hand of business destiny. In business the course of events is regulated by the time honored balance of supply and demand. Apparent supply has been greater than apparent demand, thus production has been restricted. Surplus supplies have through this means been gradually worn away until now in some industries it is more nearly related to visible demand. Slight improvement in values has resulted and if buyers at large, one after another in the endless cycle through which the raw material passes in its various processes of fabrication would realize that any general buying policy which demoralizes the source of supply ultimately reacts against the best interests of his own business, those units of new business wisdom would soon link themselves together into a chain through which to again connect business with *true* normalcy, which as Mr. Babbitt strikingly proves, lies ahead and not behind.

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Forward to Normalcy

*By W. A. Babbitt

The *objective* of this article is limited to the single task of attempting to convince business men that the time has come to take counsel of their guts instead of their heels. We have been running until winded. Let's turn and fight. There is more to fight than to flight. We are not trying to discuss "the problem of post-war reconstruction." We are hunting for a "better 'ole." We are looking for a good place to start a *fight*—the long, forthfaring fight to Normalcy. Not a trench raid, with a few below-cost contracts as spoils, but a genuine counter-offensive.

A PLACE TO START: A prominent manufacturer recently put before the writer the original quotation he had made to one of his largest customers. Across the face of this quotation, in big red letters, was stamped the legend—

THE WAR IS OVER

The official who was responsible for this dirty work is both a liar and an ass. He knows costs. He knows that my friend quoted a price, "to keep the wheels moving" that was far less than cost of production. He knows that the war is not over—that the economic war is just fairly begun. He is an ass, because he does not know that a concerted policy which de-stabilizes and demoralizes his source of supply, inevitably comes home to roost.

This experience got me. It led to an investigation of the soundness of the current buying policy. It raised this question—"BY WHAT WARRANT DO THE ORIGINATORS OF THIS POLICY ACTUALLY DO THE THINKING AND THE DECIDING FOR INDUSTRIAL AMERICA IN THIS ANXIOUS ZERO HOUR? For more than a year, they have been pounding their tom-toms and shouting their battle cry of "Back to Normalcy and 1914 price levels." For more than a year we have been hypnotized by the potent suggestion of this battle cry. Because the whole American Public has been carried off their feet by this movement, let's dig in and start the fight RIGHT HERE. Let's stop the clatter and do an honest job of honest thinking. Have we been licked by a noise?

What About "Back to Normalcy?"

One sane moment of reflection tells any man that we can never GO BACK to that epoch of history, whose last page was finished and sealed forever in 1914. A New World and a new system of governments has emerged. All old forms of government have passed or are passing away. The stable governments of the English speaking races have changed almost beyond recognition. The British Empire is a new institution, its former dependencies new nations. The changes in our own governmental system are almost unbelievable—with further changes in plain sight. One big fact sticks up like Pike's Peak over the Western plains. That fact is that *Normalcy to which business must attain, or perish, is not behind us but ahead of us.* It will have to rest on a new series of economic conditions of which 1914 knew nothing.

HOW ABOUT THE NORMALCY OF 1914?: It is to laugh. The goal which this buying slogan sets up is a goal which only a fool or a lunatic could approve; and which no man, sane or insane, did approve in 1914. What section of 1914 normalcy would you want to bring back? What went with "Normalcy and 1914 Price Levels?" Universal stagnation of business! General Unemployment! One great financial crash after another! The almost universal bankruptcy of railroads, for which we are now paying in addition to our other grievous burdens of taxes! What particular item of the economic history of 1914 appeals to you, outside of a low tax rate? You know that the country was nearer a greater panic THEN than now.

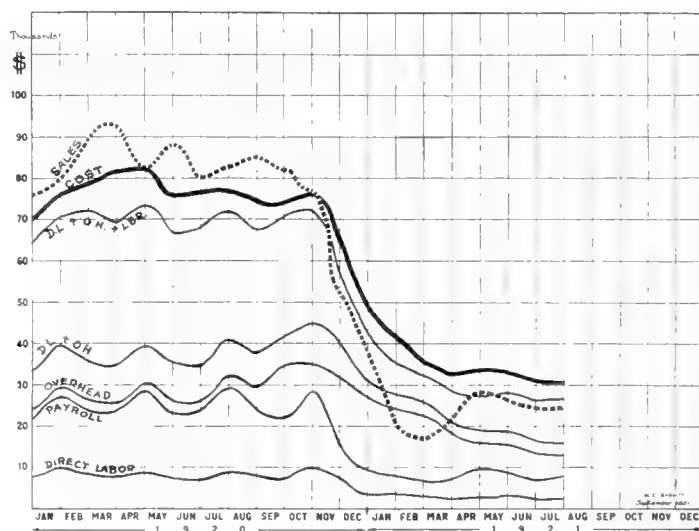
Whatever may be true of "Normalcy," the normalcy of 1914 is something that we cannot have, and that will ruin industry completely if it returns.

HOW ABOUT 1914 PRICE LEVELS?: If 1914 price levels were normal, then those of 1913 were not, according to the theory of the price bolsheviks, because 1913 prices were higher than 1914 prices. But 1914 price levels were not normal, nor those of 1913, because these price levels did not make sufficient returns to permit industry to function. In fact to a less degree but of the same kind, the story of 1914 is the story of 1920-21.

Mob Psychology and 1921 Business

It is a well known fact that the collapse of the buying power of the domestic market came when the buyers of this country were at the peak of the biggest buying power of any people in the world's history. Secretary Hoover says "the hard times which come knocking at the door of American Homes come from Europe." This may be the remote cause, but the immediate cause is something else, and almost entirely domestic in origin and scope.

Here is the story. Deflation had become a crying necessity. The announcement of stringent measures by the Federal Reserve Bank and its branches and members was enough to secure deflation at the highest possible speed consistent with safety. But at this critical juncture, along came this slogan, "Back to Normalcy and 1914 Price Levels."



The "Back to Normalcy" Chart

This slogan was picked up by the press, and touted from every possible angle, of fact and fancy. The Public accepted the slogan as Gospel, and stopped buying. Tho' they had forgotten the hard times that went with 1914 prices, they remembered the prices, which looked very good on the basis of 1920 wages. We quit buying in 1919 because we wanted 1914 price levels. We continue this policy because we cannot do otherwise. Contrary to popular opinion, the boom period was marked by sub-normal production, measured by volume. Measured in dollars, it was enormous. It was an orgy of dollar spending, *not an orgy of absorbing commodities.* It was a debauch of profiteering, an insane hocuspocus of reckless buying and reckless cancellations. We were all caught by the buyers' mob psychology. The buying nerve of the American Public was paralyzed. It was not Deflation, but the **ACCEPTED FALSE GOAL OF DEFLATION, viz., 1914 Price Levels,** that wrecked the buying market.

The Collapse of Industry followed immediately. Production crashed down to 25 per cent of normal, and still flounders in this bog of loss

*General Secretary of National Association of Wood Turners

and despair. With the collapse of industry came the curse of unemployment, and the last hope of orderly deflation was destroyed, by the "mob psychology" of this "Back to Normalcy" slogan. This status has now lasted for nearly a year.

Nevertheless, buyers have relentlessly kept up the policy of continuous pounding for lower prices, when every known danger signal of business has long been set against such a course. Last November, the "Total-realization-from-sales" line dropped BELOW the "total-cost" line, and has stayed there ever since, indicating an average loss for all business done for the above period to date to be over 15 per cent of the total cost. This loss does not include losses due to inventory write-off. Reference to chart herewith brings this fact into clear perspective. It will be noted that in February, total returns were less than manufacturing overhead. Direct labor and materials had to be paid for out of capital.

"We Have All Sinned"

We have common responsibility for this economic catastrophe. We all fell, as buyers, for the lure of "1914 Price Levels." We are all *buyers* as well as *sellers*. As buyers, we have pounded our sources to death, just as our customers, as buyers, have pounded us to death, and are in turn being pounded by their customers in like fashion. We have been "whipping each other around the stump," as tho' each were the Devil himself. And for what purpose? Because of our silly faith in the proven fallacy that 1914 price levels will bring back normal business. And with what result? What we wanted was business; what we have is WRECKAGE. What more proof do we need that the farther *back* we go for normalcy, the farther we get into the slough of despond?

Forward to Normalcy

Well, what is NORMALCY?

We shall undertake a definition, not being able to find one in the dictionary that fits the case. Normalcy is a balanced condition of supply and demand, relative to the current economic situation. The Proof or Index of Normalcy is a price-level which encourages bona-fide traffic in commodities. The outstanding feature of the boom period was that it did not encourage *bona fide* traffic in commodities. The same observation applies to the present slump. A half-price offering of lumber discourages not only the production of lumber, but also the manufacture of every article into which that lumber would normally be manufactured, all theories to the contrary notwithstanding.

OUR FIRST BIG FIGHT FOR NORMALCY: Business men know that the crystallized opinion of the buying public is that *all present prices are unfair and unjust*. Public faith in the justice and integrity of American business methods is badly bent. The hypnotism of "1914 Price Levels" still holds undisturbed sway. We believe that every effort ought to be made by every business organization to re-establish in the popular mind a sound faith in the necessity and justice of price levels related to our current economic condition and to a burden which is only equaled by that of the Kingdom of Great Britain and Ireland,—in the world's long history. There is no comparison between the economic situation in 1914 and 1921. Our Army and Navy tax for the current year is more than double the entire amount of Federal tax of 1914. *It is ten per cent more than double the entire amount of the German Reparations payment for the same period,—which German financiers say will ruin Germany in the payment of it.* The insane "Mob Psychology" involved in the slogan, "Back to Normalcy and 1914 Price Levels" must be unseated, and in its place established the sane, constructive "Mass Psychology" of

Forward to Normalcy and 1921 Price Levels

Just look for a moment at the new factors in the present economic situation as compared with 1914.

TAXES: According to Ex-Secretary of the Treasury David F. Houston, the Federal per capita tax in 1914 was \$8.75. In 1921 the amount had risen to over \$46.00 for every man, woman and child. In terms of family, this means a rise from \$13.50 to \$230.00 as the cost of the Federal Government to each family unit. Local and state taxes have heavily increased.

TRANSPORTATION: The cost of this unit has advanced 85 per cent,

we are told by statisticians. Right now there are 2,000,000 men in battle array to prevent any real reduction of this huge burden on the people.

HOUSING: Satisfactory data in the form of actual figures were not available for the purpose of this paper. But increases have been and are a public scandal. Furthermore, the whole army of the building trades is solidly lined up to prevent the building of homes on terms that will permit rentals which will alleviate this situation. It would be a moderate estimate to say that rentals, especially in industrial cities, have more than doubled.

FUEL: Like Transportation, the cost of fuel is entrenched against deflation by government coöperation, as some call it; by official meddling with private business as others believe. At all events, the Coal Mining Companies are actually conducting an advertising propaganda, claiming that a 10 per cent profit on turn over, with all the "eminently satisfactory" write-offs allowed by government accountants, and the utterly uncontrolled matter of salaries and bonuses, is an amount which any "fair-minded" consumer will admit to be reasonable! The moment government support to the fuel situation is withdrawn, deflation will not only come quickly, but probably disastrously. The basis of practically all profiteering is an inflated wage scale, which is uniformly enforced, with government approval.

CAPITAL: Another most vital and burdensome feature of the new economic situation is the high cost of capital. Because these high costs are stabilized for long periods in the form of bonds, it is evident that until the entire group of post-war financing operations is retired, we must carry a permanent increase of production cost. It cannot be deflated. It is reliably reported that the net cost of these financing operations is over ten per cent per annum, or nearly double pre-war basis.

No attempt is made herein to go farther than to refer summarily to the high spots of the new economic situation which is rapidly stabilizing; and to point out the epochal difference between the old era—only seven years distant—and the new new era of 1921.

There is no question that all these matters must be deflated, and brought in line with the bases of the new economic status. But owing to the strongly entrenched positions of the groups involved, this deflation will be no short or easy task. These conditions are with us, and have to be accounted for in the normalcy toward which all men are striving. American folks have got to exist, and American Industry has got to function, in the face of conditions as they are. We cannot wait until these last strongholds of war inflation are captured. And when they are captured we shall still have a tax load that makes any thought of 1914 price levels futile. What answer is there but to "Go Forward?" Let's go!

Forward to Normalcy!

Let's face the reassuring possibilities of the New Era as our goal. Let's have faith in America, and in our father's God. Let's organize our sales propaganda on truth and justice, that the people may recover their faith in American business. Let's quit treating our business connections as a pawnbroker does an unfortunate customer, or else print the pawnbroker's sign on our stationery. Let's join in spreading this true economic slogan, which means life and health to all America.

Forward to Normalcy!

We know that the world is sick unto death with the deadly ptomaine poison of war. We know how sorely America is infected. To us it seems to be a task of moral as well as economic rehabilitation—of faith and prayer and work on the part of all. Shall we not be doing "our bit" in this *greater World War* if we work, with common purpose and rectitude of its business institutions? Let's dig in here and win our unceasingly, to establish once more a National Faith in the moral first battle for the NORMALCY of NOW!

Rates to Gulf Ports Reduced

The Cincinnati offices of the Southern Hardwood Traffic Association announce reductions of 3 to 5 cents per hundred pounds in lumber rates to gulf ports for export, effective Nov. 1, 1921. The new rates, including cost of delivery to shipside, are: From Cincinnati, 31½; Lexington, 31½; Louisville, 31½; East St. Louis, 33½, and St. Louis, 33½.

Hardwood Counsel Makes Strong Appeal

Broadsides Fired by Boyle and Todd During Rehearing of Open Competition Plan Case Before Supreme Court Tear Holes in Department of Justice "Dreadnaught"

Under the thoughtful eye of the distinguished new Chief Justice, former President William Howard Taft, Gen. L. C. Boyle, chief counsel for the appellants in the appeal of the case of the U. S. Government vs. the American Column & Lumber Company, et al, on October 12 let loose his heavy artillery on the ponderously accumulated case of the Government and shot it full of holes. When Gen. Boyle had "ceased firing" the Department of Justice "dreadnaught" was listing heavily and leaking like a sieve, and the prospect of the final justification of the Open Competition Plan, as operated by 329 of the members of the American Hardwood Manufacturers' Association, was never brighter.

The occasion of Gen. Boyle's attack was the rehearing of the appeal of the original defendants from the sweeping injunctions against the Open Competition Plan, secured by the Department of Justice, during A. Mitchell Palmer's administration, from the late Judge McCall in the Federal Court of the Western District of Tennessee at Memphis.

Gen. Boyle spoke from the thirty-one pages of a supplemental brief filed in the appeal, in marked contrast to the 180 pages of laboriously constructed anathema against the Eddy plan of "New Competition," presented by the Government attorneys to oppose the lumbermen's appeal. Due to his thorough grasp of the case and his wide knowledge of the lumber industry, Gen. Boyle was able to make his argument compact and decisively clean-cut. And when he was interrupted, as he frequently was, by questions from Chief Justice Taft or other venerable members of the Supreme Court, Gen. Boyle was able to give quick, concise answers that apparently pleased the court and certainly must have won some of their favor.

The lumbermen's counsel insisted that the facts should be adhered to at all points in the case and condemned the deductions and the far-fetched applications in which the prosecution had indulged with such prodigal abandon. For instance, Gen. Boyle said that the group meetings, which were among the practices enjoined, "were open to the public. The buyers of hardwood products attended, as well as members and nonmember producers. There was nothing secret or under cover, all open and above board. The meetings were poorly attended." And if, as claimed, the language used in some of the speeches at these meetings indicated an illegal intent, "then only those defendants who happened to be present could have received the key word, because there was no intercommunication as to what went on between those who attended and those who did not attend—unless this underground conduct is to be supplied by the imagination of a public prosecutor. Courts do not so apply a criminal statute," Gen. Boyle said with telling emphasis.

In another instance, Gen. Boyle said that "the Government by deliberate and measured cunning has selected the high price period as the period of test and has done this to the end that color might be given to the use and value" of letters sent out by the manager of statistics, upon which the prosecution has seen fit to base its complaint rather than upon facts which should have been used and which apparently less prepossessed minds would most certainly have selected. These letters, he pointed out, were at the utmost nothing more than expressions of opinion as to current conditions and could not have led nor coerced the members of the open competition plan into illegal actions. "To say that the secretary advised these men to curtail (production) in the face of an extraordinary demand, is to write him down a fool," said Gen. Boyle. "To say the defendants accepted his advice, if so intended, would be worse than folly. To urge that the letters were 'signals' for still

higher prices would close the door of opportunity, unless the thousands of producers outside the plan were involved in the alleged conspiracy," and, "this is not claimed. The man who wrote the letters," he continued, "swears he had no sinister or illegal purpose in distributing them. Those defendants who read the letters testified that they had no understanding that the letters were intended to control or in the least interfere with the business policies of the mills. From no one in or out of the association comes a word to the contrary."

To further indicate the entirely legal and justifiable purpose of the letters complained against, he said that "coincident with the letters that it is urged disclose a conspiracy to 'further enhance' prices, we find the secretary sending out other market letters carrying the advice of certain of the defendants that prices for hardwood products as well as all products are going too high and that in the public interest the runaway market should be checked. No word of complaint is raised by co-conspirators for his betrayal."

Complainant Deviates From Facts

Certain discrepancies in the Government's complaint, even in matters of plain fact, were discovered to the court, by General Boyle. One of these errors in fact was the statement of the Government counsel that though the Open Competition Plan was adopted January 29, 1917, the first sales report was for the week ending Jan. 25, 1919. The issuance of these reports, in truth, began soon after the adoption of the plan in 1917, Gen. Boyle said, and eighty-eight of them had been issued prior to January, 1919. "The Government, however, was not interested in that period," Gen. Boyle said, with an implication too plain to need interpretation.

The attention of the court was directed to the general tendency of counsel for the Government to give prominence far beyond that warranted by their real significance to brief sentences and phrases lifted out of letters, telegrams and reports of various kinds taken from the files of the defendants. As isolated and presented by Government's counsel, the true meaning of these data was often distorted and twisted to suit what appeared to be an unwarranted prepossession, council for the appellants indicated.

The appellants' supplemental brief insists that the metes and bounds of the question at issue be not obscured by such distortions and the real question thus pushed into the background. "The real question," the brief says, "is the right of an industry, situated as this (the hardwood) industry, to create machinery such as these reports, whereby vital statistics may be gathered and distributed. The market letters and speeches at group meetings should not cloud this important issue. If it should be held that the law forbids these reports, and this independent of agreements, then this industry must carry on its business in ignorance of market needs and market prices, whereas, the buyer is well informed as to these matters. This makes for waste and bankruptcy."

In reply to a question put by Justice Brandeis, Gen. Boyle said that the Government had abandoned its original contention that the members of the open competition plan conspired to curtail production, and the supplemental brief strongly urged the absolute inability of the members of the plan to control prices, even had they been so disposed. Such control was impossible in view of the fact that the members of the plan produced but 28 per cent of the hardwood output of the country. Also, prices could not have been under control, because not only the comparatively few members of the plan, but all hardwood producers were receiving the high prices, which the prosecution desired to have considered as evidence of

control. The buyer was unhampered at all times and was free to patronize any of the many thousand mills outside of the association at any time.

Justice Brandeis' curiosity was excited on this point and he sought an explanation from Government counsel, but Government counsel seemed to have small success in making clear to him, just how the producers of less than one-third of the country's hardwood output could have successfully exercised the remarkable control charged against them.

Questions From the Court

Arguments in the rehearing were opened by Gen. Boyle and he was followed by Attorney J. A. Fowler, special assistant to the attorney-general. Each side was allowed two hours for argument, and as the case was called at 1:30 p. m., and there was a half hour luncheon recess at 2 o'clock, Government counsel was interrupted by the adjournment of the court for the day. His argument was resumed on the next day, October 13, and the arguments were closed by G. Carroll Todd, co-counsel for the lumbermen, in the half hour of appellants' time, which Gen. Boyle had reserved for him.

At the outset of that portion of the argument which Gen. Boyle presented, he was interrupted by members of the bench, who wanted to bring their conception of the case up-to-date. Chief Justice Taft asked several questions during this short process of review. But after this Gen. Boyle was permitted to continue the argument in his own way, with comparatively few interruptions. The few of these that did occur, however, brought out interesting facts.

The Chief Justice wanted to know about the "agreement" to fix prices, stressed in both the Government's original and supplemental briefs. Gen. Boyle explained that the Government did not charge that an actual agreement existed, but that through a tacit understanding, or in effect, the members of the plan conspired to enhance and maintain prices at high levels.

The next interruption was from Justice Brandeis, who, among other things, wanted to know if the members of the plan were not to give their last month's production and say what they expected to produce in the future. Gen. Boyle replied that this was correct, but that the statements as to future production were merely predictions as to output for the next sixty days and were invariably inaccurate; that everybody now concedes that the mills at all times were producing all the lumber they could—a fact clearly shown by the record.

Justice McReynolds desired to know what obligation was assumed by the members of the Open Competition Plan and was advised that "the only obligation was to furnish the data on sales if they received the sales report. Every member was free to react to the information as he saw fit," Gen. Boyle explained. "The record shows there was a wide difference in the prices charged by members and that the average received by members of the plan was substantially the same as the average received by hardwood mills in other sections of the country, which did not receive the sales or other reports." Gen. Boyle here complained that at the very beginning of the reargument the hardwood men were faced with the charge that the collection and distribution of market information is in and of itself unlawful. He desired to make plain to the court how seriously this would affect trade association activities generally if the court should subscribe to so extreme a view.

In reply to another question from Justice Brandeis, Gen. Boyle said that copies of the Open Competition Plan reports were filed with the Federal Trade Commission and the Department of Justice, adding that there was nothing surreptitious about any of the activities of the plan.

Plan is a Practical Necessity

In order to make clear the practical necessity of the plan, Gen. Boyle explained the merchandising methods which long custom have established for hardwood producers. The mills largely market their product through wholesalers and these buyers have facilities for keeping informed as to market conditions, which the producers can only match with a system such as the Open Competition Plan.

Without such reports, or plan, the mills must deal blindfolded with wholesalers whose eyes are wide open. Eighty-five percent of the mills in the group, he said, sold their products at the mill door and would be so handicapped. The operator of a sawmill without reliable market data would be in the same situation, he explained, as the live stock farmers were before central markets were established, when they were entirely at the mercy of informed buyers. But while central markets have been established for live stock and enable the stock farmer to deal on equal ground with the buyers, there is no central market for lumber, there is no Government or other agency for keeping the hardwood producer adequately informed, and without he gather his own statistics he must merchandise his products more or less in total darkness.

The hardwood producer must take an inventory of his stock every thirty days, said Gen. Boyle, because it takes six months, in the majority of the cases to cure the lumber to a shipping dryness. Only a comparatively few of the larger of the mills have kiln drying facilities, which enable them to proceed more rapidly than with the general system of drying with sun and air. Thus arises the necessity of having reports showing condition of stocks. The stock reports distributed to members in the group attacked, were nothing more than multiplied inventories of stock throughout the producing region. He wanted to know, "Who was hurt by the distribution of that information? The lumberman profited by it and the public also, because the buyers could always be sure of having their wants supplied if the producer knew what grades to cut."

Submitting proof that the Open Competition Plan did not curtail production, Gen. Boyle called the court's attention to the fact that during the period of high lumber prices new tracts of timber were opened up, new railroads built and new machinery bought to facilitate production of hardwoods, in a volume never before equaled. "It would have been monumental folly for the members of the group to have curtailed production under existing conditions," he asserted. "Mills representing 28 per cent of the hardwood production, if they entered into an agreement to curtail, would simply turn over their business to their competitors. Some mills did not produce any lumber. They were under water. Others produced 40 to 50 per cent of capacity because they could get no more under existing conditions. Those producing none made no complaint against those whose mills were on high ground and were running up to full capacity."

At the first trial at Memphis, Gen. Boyle told the court, the members of the plan exposed their books on the witness stand, while nonmember producers did likewise. "And there was not a word of contradiction from any of them," he said. "The Government would have these producers blindfolded. The need of knowledge of market conditions hardly admits of argument. The dissemination of such information could not be otherwise than helpful to the public as well as to the manufacturer, who has no other means to avoid the over-reaching of the buyer, from which the public receives no benefit."

Fowler Discloses Lack of Hardwood Wisdom

When it came the turn of Attorney Fowler, the attorney-general's special assistant, to speak he labored under the same glaring lack of knowledge of conditions in the hardwood industry that had distinguished the arguments of his predecessor, Mr. Mitchell, in the original hearing of the case at Memphis.

But this lack of familiarity with the hardwood industry, and even the case itself, did not dampen the ardor of Mr. Fowler's attack on the American Hardwood Manufacturers' Association and the Open Competition plan. After laying down a promise by quoting from the original purpose of the plan the statement that it was proposed to eliminate the low price mill, which fixed the market for hardwood lumber, he began to lay on valiant blows.

But the strident flow of his oratory was interrupted by Justice Holmes who desired to know if the Government contended that the public benefited by having the price fixed by the low price mill. Without hesitation, Mr. Fowler answered in the affirmative. "Well,

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Who's Who in Woodworking



Charles E. Rigley

(Left)

President

*The Estey Manufacturing Co.
Owosso, Michigan*

It has been said that "all the world loves a lover" and whether or not this is true, there is little doubt that the world does think considerable of a fighter. Courage, and fortitude under adversity, are virtues that we all admire and they are qualities that have been demonstrated to a magnificent degree by Charles E. Rigley, known paradoxically as both the "grand old" and "grand young" man of the furniture industry. He is called the former because he has been at

(Continued on page 22)

Carle C. Conway

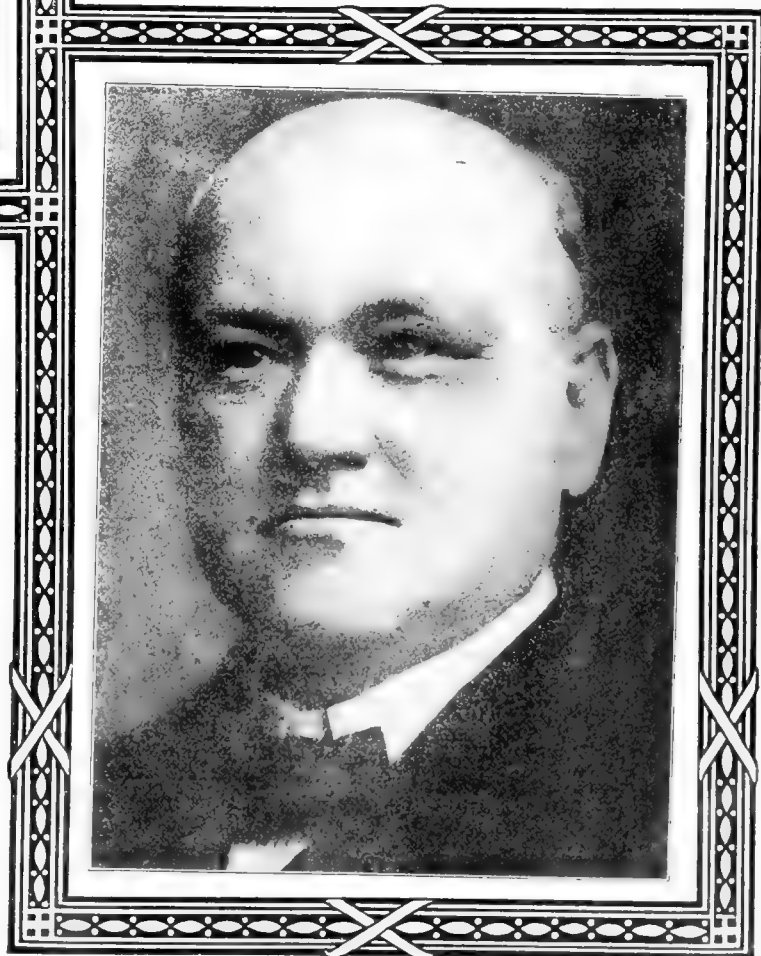
(Right)

*President The Conway Co., New York
and Boston, and*

*Vice-President Hallet & Davis Piano Co.,
Boston*

In addition to the two positions listed above, Mr. Conway is also one of the directors of the Simplex Player Piano Co., of Worcester, Mass. He is one of the younger generation of piano men, who has impressed his personality strikingly upon the industry within the past few years. Mr. Conway was born at Oak Park, Ill., Dec. 19, 1877, and was one of two sons of the late Col. E. S. Conway, for many years prominently

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Who's Who in Woodworking

(Continued from page 21)

Charles E. Rigley

furniture making for a half a century with this same company which he now heads; and called young, because though now seventy-three years of age, his heart still sings with the courage and enterprise of youth and today he is a stronger man and a bigger man than he ever was before.

On July 4 of this year, Mr. Rigley celebrated the fiftieth anniversary of his connection with the Estey Manufacturing Company, the one and only job he has ever had, a job which carried him from the humble position of decorator in a struggling little plant to the ownership of a magnificent \$350,000 factory, turning out in great quantities a line of furniture that is known throughout the country for its splendid quality. He has caused the "Estey Standard" trade-mark to become familiar wherever in the country furniture is bought and sold—and it is a mark that carries confidence.

The success of the Estey Manufacturing Company is largely Mr. Rigley's success, the careers of the company and the man being inseparably combined. When Mr. Estey joined the company to apply the painted decorations to the furniture then being made, the organization was known as Estey & Tooley and the manufacturing facilities consisted of a sawmill at Six Mile Creek, or West Haven, six miles north of Owosso, where the raw material was cut, and a plant in Detroit where the furniture was actually built.

Owing to the heavy expense and inconvenience of this system, made so by primitive freight and mail service, the Estey & Tooley company went bankrupt in a very short time. Managing to borrow some \$16,000 at 10 per cent interest from his uncle, Jacob Estey, of organ making fame, D. M. Estey, the owner, reorganized the firm under the name of the Owosso Furniture Company, with the name of his rich uncle appearing as proprietor.

In the meantime the ambitious young painter had been using his nights to take a business course and when the firm he worked for needed a young man in the office and went to a Detroit college to get one, Charles E. Rigley was recommended. When his surprised employer went back to the factory and offered to take him into the office at the munificent sum of \$30 per month, the young fellow accepted, in spite of the fact that he was then earning \$20 a week as decorator. It so happened that he could see farther than his nose and he knew that this office work would give him chances to climb that the other job never would.

After young Rigley entered the office of the firm the old inefficient plan of manufacture that had originally caused the break was continued. It remained for this young man to detect the insurmountable weakness of this system and he suggested and urged that the entire outfit be moved to Owosso. This was done in 1875, and four years after this move the company was incorporated as the Estey Manufacturing Company with Jacob Estey still holding control, D. M. Estey president and treasurer, and Mr. Rigley vice-president and secretary.

Following this the Estey Manufacturing Company, which means Mr. Rigley, went through a series of reverses at various periods of years that would have broken the spirit of any but a man of extraordinary tenacity and courage. These reverses consisted of another business failure, the complete destruction by fire of the original unit of the Owosso plant, and later the total annihilation of the remaining unit, known as "Factory B," by a maverick tornado that wandered through Owosso on November 11, 1911. By this time Mr. Rigley was sole owner of the Estey Manufacturing Company and this terrible loss was all his.

But the mangled remains of Factory B were cleared away and in another year, Charles E. Rigley was again manufacturing fur-

Carle C. Conway

identified with the piano industry as an officer and director in the Kimball Company, Chicago.

Mr. Conway was graduated from Yale University in 1899 and went into business with his father in the same year. Associated with him was his brother, Earle E. Conway.

In 1905 Mr. Conway and his brother purchased a controlling interest in the Hallet & Davis Piano Co., later acquiring the entire interest. In 1907 the New York office in Forty-second street was opened. The Conway Company with a capitalization of \$3,500,000 was incorporated for the purpose of acting as a holding company and also for the manufacture of the Conway piano.

In 1910 the Conway boys acquired an interest in the Simplex Player Action Co., and about this time the National Piano Manufacturing Co., comprising the Briggs Piano Co., Merrill Piano Co. and the Norris & Hyde Piano Co., was taken over.

The various interests which have been added to the original purchase of the Hallet & Davis company, constitute what is known in the piano trade as the "Conway Industries." The capitalization of these industries is over \$4,500,000 and the home office is at 146 Boylston street, Boston.

Mr. Conway has interests outside of the piano industry, being a director in the Continental Can Company and also in the Vulcan Detinning Company.

He lives in New York and is a member of the University, Yale, Sleepy Hollow and Brae Burn Clubs.

At the last annual convention of the National Association of Piano Manufacturers, Mr. Conway was elected president. This was a well deserved tribute, not only to his popularity in the trade, but to his remarkable ability to vision the needs of the industry. Just after the war Mr. Conway made a European trip, during which he visited practically all of the countries involved in the World War. His survey of political and economic conditions there was of such a valuable nature that the New York daily papers devoted several columns to the story. Mr. Conway is a man of keen perceptions, remarkable ability to sense instantly a business situation and possesses force of character to an extraordinary degree. He is one of the most genial, likable men in the entire piano industry. He is a great believer in obtaining immediate action, not only on the problems of his own business, but on those which confront the trade in such trying periods as those of the past twelve months. The piano trade as a whole is deeply indebted to him.

niture and in a finer, more modern plant than he had ever before had. In this last phoenix-like rise from the ashes of defeat, Mr. Rigley had the help and encouragement of his two sons, Charles E. Rigley, Jr., and James G. Rigley, who are possessed of the same dauntless optimism and "never-say-die" spirit that has made it impossible for any misfortune to knock their father down and keep him down.

On the day of his fiftieth anniversary, last July fourth, Mr. Rigley remarked that ten years ago when he rebuilt his plant after having been virtually "wiped off the map," he was \$98,000 in debt, but now he doesn't owe any man a single dollar, and he has a plant worth not less than \$350,000 any day. Furthermore he has a reputation that is worth a great deal more than his plant, and he is still seventy-three years "young." He is as ready as ever to take a fall out of Fate, if Fate hasn't been convinced by this time that he can't be beat.

Hardwood Counsel Makes Strong Appeal

(Continued from page 20)

that is a strange doctrine," dryly remarked Justice Holmes, having in mind the fact that if the low price mill controlled the market, mills having high costs would be prevented from producing and as a consequence lumber output would be seriously curtailed and the demands of the market would not be met.

Frankly ignoring the logic involved in the statement, Mr. Fowler argued that the small millman back in the woods was not doing business in ignorance for lack of reports such as furnished through the Open Competition Plan. But during a vigorous criticism of the distribution of such information, one of the learned members of the Supreme bench interrupted to repeat almost word for word part of the argument presented by counsel for the hardwood men to show the impossibility of a man conducting his business intelligently without market information. Mr. Fowler answered this quotation by citing an instance where a member of the plan was about to sell a bill of lumber when he received the latest sales report, which showed him that the market was \$2 above the price he had intended asking. The buyer was at the mill and acting on the information just received the producer raised his price \$2 a thousand feet. The Justice asked whether the buyer had met the raise and received an affirmative reply. But all this apparently failed to imbue the court with an idea of the lumbermen's perfidy.

Justice Brandeis arrested Mr. Fowler in the midst of a swift flight of denunciation to ask: "What is there in the law to prevent a group of men from furnishing each other information?"

To this Mr. Fowler was able to give only an evasive answer.

Justice Brandeis wanted Mr. Fowler to point out exactly where and how the antitrust law was violated by the appellants. The Justice pressed this question, but was unable, apparently, to secure an answer that satisfied him.

How Did Eddy Get In?

When on the second day of the hearing Mr. Fowler began to talk about the Eddy plan of "New Competition," he was interrupted by Justice McKenna, who desired to be informed how this gentleman came into the case. Chief Justice Taft then asked if Mr. Eddy's book was in the record. Mr. Fowler admitted that it was not, but asserted that the action of the defendants ran parallel to the advice set down by Mr. Eddy. Justice Van Devanter suggested that it would be a more proper procedure for the learned counsel of the Government to confine himself to statements as to what the defendants did. After some discussion, however, Mr. Fowler was permitted to read from Eddy's book, "The New Competition," and he elected to quote that portion in which the author alleges that the Sherman act is destructive of co-operation and urges that business men get together and co-operate under his plan. The counsel contended that the correspondence of the manager of statistics evidenced an indorsement of Mr. Eddy's views.

The Chief Justice wanted to know if it was right to infer that Mr. Fowler interpreted the anti-trust statute to mean that business should be conducted without enlightenment and that co-operation is illegal, though that co-operation may be merely for the purpose of exchanging information, leaving the recipients of the information to form their own conclusions, even though the action resulting from these conclusions might cause an increase in price?

"It all depends on the degree," Mr. Fowler answered.

"Doesn't it depend," Mr. Taft rejoined, "on the fact whether there was any agreement to restrain commerce?"

Mr. Fowler contended that the result attained indicated such an agreement. He denied the exact analogy between the practice of the defendants in distributing statistics, such as they did, and the Government's distribution of crop reports. The latter, he said, are distributed broadcast to the public, while the former are confined to the comparatively few participating in the plan. He refused to see any importance in the fact that the lumbermen's reports were

filed with the Federal Trade Commission, the Department of Justice and the Forest Service, contending that they were most effectively buried when sent to these institutions.

Government counsel contended that there were three elements pointing to the reprehensibility of the plan, viz., the natural desire of every man to make as much money as possible out of his business; the element of honor, impelling each participant in the plan to stand by his associates, and the element of shame that would accrue to the individual who should deviate from the alleged tacit purposes of the alleged conspiracy. The latter two, he maintained, were the essence of the plan.

While he admitted that there was no formal agreement among the members at any time to sell any variety of lumber at any agreed price, he contended that the participants arrived at the same results as if an actual agreement had been made, because none dared to brave the finger of scorn that would have been directed at him had he deviated from his tacitly understood obligations to his associates.

Solicitor General Closes Case

The Government's case was closed by James N. Beck, U. S. Solicitor General, who revealed a forceful declamatory style of address, but seemed to make no uniquely strong impression upon the court, either by the style or matter of his address. He painted a picture showing trade associations very much as ogres and dragons, consuming the substance of the helpless populace, and declared it the intention of the Government to break up all the many open price associations, which he said are oppressing the consumer by inflating prices far beyond his means to pay. The lumbermen were described as a vicious lot of profiteers, who in the great emergency of housing shortage, fiendishly conspired to curtail production and sent prices skyrocketing to keep the people from building the homes they needed. He insisted that the lumbermen should not be judged by the details of their methods, but by the results attained. He denounced them through the Scriptures, quoting: "Ye shall know them by their fruits. Do men gather grapes from thorns or figs from thistles?"

He condemned the members of the plan for the lack of appearance in the record of any evidence of a single suggestion that production should be increased to the level of demand in order to alleviate the shortage of materials.

With a view to emphasizing the perfidy of the remaining defendants he cited the efforts of Wm. M. Ritter of the W. M. Ritter Lumber Company, to lower prices, referring to Mr. Ritter as "the one righteous man in the industry" and "the one man in the industry who had sagacity and a little saving sense of patriotism."

He credited the Government with having stopped this alleged gouging, saying that before the Government "stopped this robbery of the public" prices were mounting steadily higher and higher, aided by the artificial restriction of output.

Justice Brandeis wanted to know what he meant by "artificial limitation of production?" and he replied by citing the Gadd market letters.

The Justice then asked: "Weren't these letters warning against overproduction? Wasn't it a fact that there was a big overproduction in other commodities? Is there in the record any evidence of a single concern limiting its production? Isn't it a fact that if they had run their mills night and day, the lumber thus produced would not have been marketable for several months, and should not they, as wise business men, try to look ahead and avoid an overproduction, which would injure the industry? What is there illegal in men warning each other not to ruin the industry by overproduction?"

Very plainly annoyed by these pointed questions, Mr. Beck had to admit that in themselves the warnings were not essentially illegal. But he again insisted that it is the essence of this case that "you

(Continued on page 30)

Michigan Hardwood Producers Meet

Gathering of Association at Grand Rapids Develops Fact of Improved Conditions in that Group of the Industry; Wilson Compton Addresses Meeting

Under the happy auspices of prices that have turned the corner of depression and are rising, and with nearly every firm in the membership represented, the Michigan Hardwood Manufacturers' Association held its fall meeting in the Pantlind Hotel at Grand Rapids, Mich., on October 20.

The spirit of the meeting was decidedly optimistic and confident. E. M. Holland of the Curtis-Holland Lumber Company, chairman of the Market Conditions' Committee, said that the production of northern hardwood and hemlock lumbers had been reduced 65 per cent and that no increase in this percentage could be expected before January 1. Buyers, therefore, will have to cover all their demands for these woods, between now and that date, out of the present stocks. He reported an advance in the prices of merchantable hemlock and also of hardwood culls. The latter advance, he said, was from \$8 to \$19 per thousand, this depending on the mill and its accessibility to the market in which stock was sold.

Mr. Holland read from Babson's latest report on lumber conditions, to show that the lumber price readjustment is culminating, that prices at the mills are "low enough," and in a great many instances below the cost of production; and that the lumber market is in a stronger condition now than it has been for many months. Production, he quoted Mr. Babson as saying, has been lower in 1921 than during any other like period in the modern history of the lumber industry, and production is decreasing still.

The potential demand for lumber is now the greatest ever known, Babson said further, but the situation hinges largely on transportation. Rates on lumber, he said, must come down, for while at present mill prices on lumber are attractive, the disproportionately high freight rates make it almost prohibitive in such markets as New York, and artificially depress demand everywhere.

Babson advised, in conclusion, that consumers of lumber should begin to buy now for 1922 account, whenever rates will permit of this being done. In situations where the freight rates are too exorbitant to permit such purchases, preparations should be made to buy immediately rates are reduced sufficiently to permit this.

While Mr. Holland's report was in its total effect very optimistic, he did regret the fact that southern woods have been replacing northern woods in the adjacent markets to an "alarming degree." He said also that northern prices had been permitted to fall lower than southern prices had been obliged to go, and that southern producers have liquidated their stocks in the northern markets, and they have the dollars while the northern operators have the stock. He said his committee believed in keeping in close touch with the movements of competitive woods.

Reports Favorable Conditions

Statements made in the quarterly report of J. C. Knox, secretary of the association, shed further light on the improved condition of the Michigan hardwood lumber industry. These statements were as follows:

October 1 we sent out a questionnaire in regard to average mill, yard and woods wages and found that of the thirty six mills reporting twenty-two were down in mills and woods. Nine were running about normal and five were operating in woods or in the mill. This condition will



J. C. Knox, Secretary for Fourteen Years

account for the decreased production for the month of September, which, no doubt, will be repeated in October and may follow through the year.

Stocks: In comparing our report today with that of one year ago there are some features that are encouraging. While the total stocks sold and unsold are considerably larger, yet the volume has been decreasing since July, 1921, and when you compare the report of today with that of September you will find that the net stocks on hand have decreased nearly 15,000,000 feet in hardwoods and 5,000,000 feet in hemlock in thirty days.

The recent sales indicate a larger amount of both hardwood and hemlock to move than for a considerable period.

Our report comparing production vs. shipments for the first nine months of 1920 and 1921 show a reduction in the production of 27 per cent, and in the shipments 46 per cent, and we are looking forward to the time when the balance will be on the other side of the ledger.

Railroad Freight Rates

Secretary Knox also had an interesting statement to make relative to the railroad rate situation. He said:

There is no question but what you are paying a large premium in the transportation of your lumber to the consuming markets, as well as on every commodity that you use. There are rumors afloat that the railroads themselves would make a voluntary reduction in their freight charges, but "we're from Missouri" and will have to be shown that this is their intention.

Michigan freight rates are on an abnormally high basis (higher than almost any state in the Union) and something must be done to reduce them.

We have endeavored to obtain a reduced rate on lumber from all Michigan points to Pacific Coast terminals somewhat in line with the rates charged in the opposite direction. We attended hearings before the state committee of the Transcontinental Freight Bureau for this purpose, but as yet have not been advised that it is their intention of making any reduction in their westbound rates. The railroads themselves are having their troubles and are threatened with a strike October 30 on account of reduction in the wages of their employees, and while during a strike both the railroads and the employees suffer, yet they bring additional suffering to the great American public. We are trusting that the strike may be averted and railroad rates, wages and all concerned be brought back to normal.

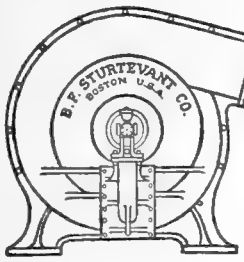
President Barden Presides

The meeting was presided over by F. O. Barden of Boyne City, Mich., who carried it along with a fine poise and vigor. In the absence of C. A. Bigelow, chairman of the grading rules committee, who is now in Europe, President Barden had something to say concerning the grade of selects. He deplored the fact that some of the members of the association pay attention to this grade, while others do not. "This grade adds value to the product of our logs," he said, "and inasmuch as it is provided for in our rules, I should like to see the members hew closer to the line of the rules and use this grade."

The principal speaker of the day was Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, who, coming fresh from contact with those affairs in Washington, brought a most interesting report of Federal forestry and taxation legislation and the rehearing of the American Hardwood Manufacturers' Association Open Competition plan case before the Supreme Court of the United States.

As regards forestry legislation, Mr. Compton gave the meeting the latest information on the Capper and Snell bills, contrasting the former as "confiscation" with the latter as "co-operation."

(Continued on page 27)

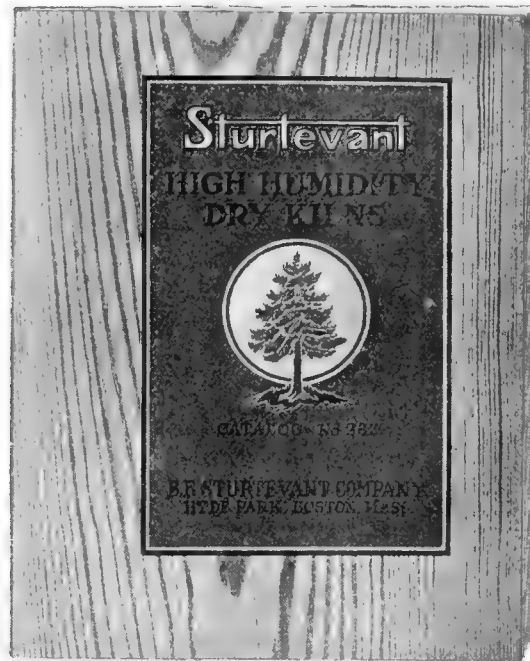


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Northerners Will Put Few Men in Woods

Statistics Presented at Northern Logging Congress Indicate That Only One-Fourth of Normal Number of Lumber-Jacks Will Be Employed This Season

Loggers and heads of lumber concerns in northern Minnesota, Wisconsin and Michigan, members of the Northern Logging Congress, were in session in Minneapolis, Minn., on October 20 and 21, at the West hotel, this being the annual meeting of that organization.

The membership consists of the district associations of loggers in the three states, but the organization of the congress was never completed until this meeting, when a constitution and by-laws were adopted.

According to this document, the membership consists of two classes, active and associate. The active members are the logging associations, while associate members are manufacturers and wholesalers of logging appliances and logging camp supplies.

J. D. Twomey, of International Falls, Minn., has been the president of the association during the past year, and presided at the opening session, at which routine business was the chief feature. In the absence of R. A. Fultz, secretary, R. V. Norbeck, secretary of the Minnesota Loggers' Association, acted as secretary of the meeting.

In opening the meeting, President Twomey outlined the purposes of the Congress, saying that it sought to serve the northern loggers as the eastern loggers are served by the Appalachian Logging congress, and the western loggers by the Pacific Logging congress. He said that a constitution and by-laws had been prepared and asked that a motion be made to create a committee to which they could be referred and which would report them to the meeting.

On motion of L. A. Page, the chair appointed a committee, consisting of L. Peterson, W. F. Merrill and S. D. Switzer, who retired and after a brief period reported, presenting the constitution and by-laws, which were adopted.

The constitution provided for the election at the annual meeting of a president, a vice-president and a treasurer, and an executive committee of nine, three from each state covered by the organization, and on motion, a nominating committee was named to present a list of candidates.

While the nominating committee was preparing its report, the regular program was opened by an address by H. S. Gilkey, president of the Minnesota Loggers' association, on the "Benefits of Organization."

The address follows:

Benefits of Organization

One of the objects of our association has been to try and standardize the living conditions in our camps so that employes would have comfortable quarters to live in, having in mind that we would get more efficiency and loyalty on the part of employes and no criticism on the part of the public, which might result in state legislation that might prove to be obnoxious or impracticable.

It has also been our object to try and standardize the compensation as well as the working conditions of our employes, for we think that they are better satisfied and more contented and will better their efficiency by having a standard wage scale that is fair and reasonable to them as well as to ourselves. Employes naturally get discontented when they hear of one camp paying more wages for certain work than another camp, and the result of this inequality makes the turnover in camps so great that it is impossible to get the efficiency and loyalty that we should have to make our industry successful.

Before we adopted this plan we procured legal advice, and after they had looked up the federal laws, the Minnesota statutes and had consulted with the legal department of the state of Minnesota, they advised us that we had a perfect right to agree upon a reasonable wage scale. Whether the statutes in Wisconsin and Michigan cover this point I am not advised, but when you take into consideration that the government fix their wage scale as well as the wage scale of railway employes and other large industries, it would seem as though they would advise co-operation of this kind rather than to discourage or object to it.

Have Legislative Committee

We have a legislative committee, whose duty it is to represent the association before committees when the legislature is in session, and you can readily appreciate that they will get more recognition through a committee representing an association than they possibly could individually, because one of the first questions a committee will ask if you appear

before them is who you represent. If you only represent the company that you are associated with it does not carry the weight that it would if you represented a large proportion of the industry in the state.

An organization of this kind naturally discuss at their meetings the various costs of production and certain equipment that can be utilized for the different kinds of work, and an exchange of ideas often results in certain kinds of work being accomplished at a lower cost. Naturally, men engaged in the same line of business work and think along the same lines, and there is no reason why they should not be friendly competitors as well as personal friends and get the benefit of each other's ideas, which should make them more efficient and their business more profitable.

Owing to the present abnormal condition throughout the country the production in this state will be materially curtailed. Some of our members are not going to do any logging this coming winter, but we think that they will still keep up their interest in the association. I think that one of the secrets of the success of an association of this kind is to meet often and exchange ideas, for the fellow that stays at home and does not attend the meetings is liable to get suspicious that the association is kept up for the benefit of a few members and soon loses his interest in the work, where if he will come to the association meetings he will know that this is not true and that the benefit to him, in proportion to the amount of work he is doing, is just as great or more so than it is to every other member.

The report of the nominating committee was then presented and adopted, as follows: President, S. D. Switzer, Wabeno, Wis.; vice-president, F. H. Gillmor, Casson, Minn.; treasurer, Albert Lang, Michigan; executive committee: Minnesota, H. S. Gilkey, T. S. Whitten, T. M. Partridge; Wisconsin, E. J. McQuillan, John Ross, H. H. Stolle; Michigan, Joseph Boice, W. J. Merrill, M. J. Fox.

President-elect Switzer took the chair, and after a brief discussion of labor conditions, the congress adjourned until Friday morning.

During the evening the members of the congress enjoyed a dinner and vaudeville entertainment at the West hotel, the music and entertainment being furnished by the members of the Minnesota Loggers' association.

Opening the morning session Friday, R. C. Haven, manager of the Minneapolis division of the National Safety Council, addressed the congress on the subject, "What the safety movement means to industry."

Mr. Haven then read from one of the publications of the National Council a somewhat lengthy article telling the aims and purposes of the council, and closed his address with an appeal to the loggers to join the Council and receive its benefits and its literature.

"Money Value of Safety"

"The Money Value of Safety" was the subject of an address by R. F. Merriam, of the Kansas Casualty and Surety Co.

Mr. Merriam said that in former days the lumberjack did not think of safety and if anyone had suggested that his occupation was a dangerous one, he would have laughed. He scoffed at danger and accident, and his employers were equally thoughtless of these questions. The operations were simple and men could easily be replaced without causing delay or loss to the operation. But now days, with the complicated machinery used in logging, requiring experts, the loss of a man means more. Unfortunately, the careless fool does not pick his victims from among the least competent, and accidents may throw the operation all out of balance by taking men who cannot be easily replaced.

Until recent years the loggers did not carry liability or compensation insurance, but it is necessary now, and the premiums are based on experience. Every accident that might be prevented contributes to make the cost of this insurance greater.

Safety appliances make up only 20 per cent of the safety work. The other 80 per cent is in education of employes to be careful.

Statistics of Employment

O. T. Swan, secretary of the Northern Hemlock and Hardwood Manufacturers' association, then presented some statistics of estimated employment in the camps of northern Michigan and Wisconsin during the coming winter.

From 75 per cent of the membership of his association he had received figures which he had classified.

Actual estimates were received from members who normally employ 11,543 men in their camps, and Mr. Swan figured with that as a basis, with the following result:

	Normal	This Year	Per cent
Northern Michigan	1,530	242	16
Bay Shore	2,603	797	30
Central Wisconsin	4,435	926	21
Western Wisconsin	2,975	925	31
	11,543	2,890	25

Taking these as a basis, he figured that the total membership, which normally employs about 20,000 men, would have 5,000 in the woods this year.

Reports received from members indicated that the input of logs this winter will be about 260,000,000 feet, and the figures for the two previous years were:

Winter of 1919-20.....	672,000,000 feet
Winter of 1920-21.....	532,000,000 feet
Winter of 1921-22.....	260,000,000 feet

(Continued from page 24)

He gave it as his opinion that there is no prospect of the enactment of Federal forestry legislation during this or the next session of Congress, or, for that matter, for the next two or three years. But he warned that the members of the lumber industry should not on this account permit themselves to grow indifferent toward the question of a National forestry policy. "The subject remains one of the greatest importance to the lumber industry," he said. "This interim will be a formative period, during which legislation will be developed more or less as it will be finally enacted. Therefore, it is of vital importance that the lumbermen keep their interest alive and participate in the development of this legislation." In no other way, he said, could the lumbermen safeguard their interests and assure themselves against legislation that will be impractical and harmful. "You have got to be continually at it during this formative period," he said.

He stated further that he believed during this time a certain amount of forestry legislation would be enacted by various states, and that the lumbermen should keep their eyes upon such movements.

Compton Predicts O. C. P. Victory

After declaring that he witnessed the rehearing of the hardwood case, Mr. Compton said that what he saw and heard there led him to believe a decision would be rendered by the Supreme Court which would in the main uphold the defendants and relieve them of the sweeping injunction granted by the lower court. He thought that the defendants would be given a "selective bill of health;" that is, that the court would condemn certain parts of their Open Competition practices and warn them against their continuance, but would permit them to continue the operation of their plan, modified, but yet sufficiently complete to give them a great deal of information. "They will be permitted to continue," he said, "provided they will handle their information in good faith, presenting all and not a selected list of transactions, giving both high and low sales." He said he did not believe that a regional group, adhering to this policy in its sales and other conditions reports, could be successfully attacked. "I believe," he concluded this part of his address, "that the Supreme Court will render a decision in this case, which will uphold the right of business men to gather and disseminate information on conditions in their industry."

While at the meeting Mr. Compton received a wire from L. C. Boyle of Washington, counsel for his association, announcing that the Dividend Rule, which provides for the taxation of dividends accumulated up to March 1, 1913, when distributed, had been decisively defeated in the Senate on October 19. This rule was one which would have worked great harm to the lumber industry, especially those firms which when having cut out of a territory,

To this input he added the surplus stock held by members but not sold, amounting to about 100,000,000 feet, and 125,000,000 feet which would normally go to the pulp mills but which they will not take because they are stocked with logs, and estimated that the members expected a volume of trade next year about 50 per cent above that of this year, and 75 per cent of normal, since the trade of this year is about half the normal figure.

In closing, Mr. Swan said that the northern mills have not been getting their share of the business this year, and they will not be helped by a reduction in freight rates as much as will the long-haul mills. A general reduction in freight rates on all commodities may bring relief and cause a general improvement in business all over the country, and the northern mills will benefit from this, but the volume of demand for lumber must increase enough to take nearly the normal supply of all woods before the northern manufacturers can expect much benefit. He believed that lumber would be among the first commodities to feel trade improvement.

Clyde Track Machine in Action

James Wood, of the Clyde Iron Works Sales Co., Duluth, then showed the Clyde track laying machine in action by the use of moving pictures. This machine is mounted on an ordinary flat car, and picks

liquidate their organization and distribute the accumulated earnings.

Herman Lundin of Bay City, chairman of the Forestry Committee, made a comprehensive report on national and state forestry questions. He urged that inasmuch as the Congress is going to enact some sort of forestry bill, that his association should support the Snell bill, so modified as to properly safeguard the interests of the government and the individual lumberman, even though the bill is not applicable to conditions in Michigan, because of the "small timber holdings left, and their divided ownership."

But he said: "What will affect us, however, and what we should endeavor to obtain, is proper state supervision and control of reforestation." He recommended that the state acquire considerable more forest land through fair trade and purchase, and to keep for reforestation lands fit for that purpose which are turned back for taxes when cut over.

A great deal might be done in the state for the conservation of its forest resources, he said, if larger appropriations were made for fire control, providing for enlargement of the patrol system and the tower system.

The matter of appropriating from \$250 to \$500 to help finance the Michigan Traffic League's fight in the Michigan Class Rate Case was left to the executive committee, with power to act, following a request for co-operation made by R. L. Tuttle, traffic manager of the American Box Board Company of Grand Rapids.

M. J. Fox of the Von Platen Fox Company, Iron Mountain, Mich., and president of the Northern Hemlock & Hardwood Manufacturers' Association, was present at the meeting, and took occasion to extend to the members an invitation to attend the meeting of his association at Milwaukee, Wis., October 27.

An interesting digression from the consideration of strictly business affairs occurred when President Barden persuaded E. Von Platen of the Von Platen-Fox Company to tell the members of his trip to Europe, from which he had just returned.

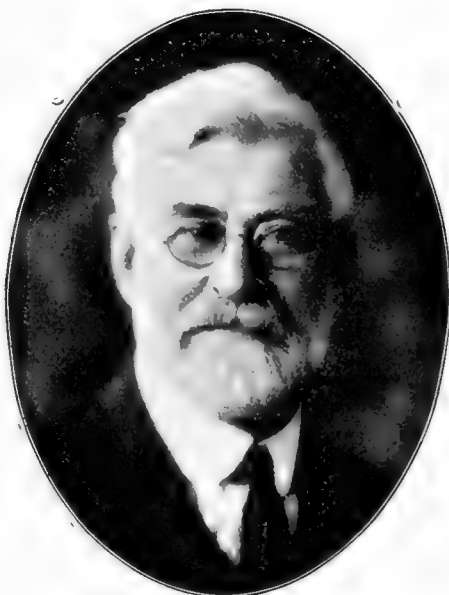
In his report Secretary Knox advised the members that "October 1 your secretary completed fourteen years of service, having served in that capacity since October 1, 1907. Many changes have come to the lumbermen of Michigan in that time," he said.

Indiana Forest Reserve

As the first step in outlining a \$1,000,000 forestry program for the state, W. A. Guthrie, chairman of the state conservation commission; C. R. Tillotson, United States forestry service; Charles C. Deam, state forester, and I. B. Stearns, special agent, made a survey of Indiana, and in the report to Governor McCray recommended the establishment of a state forest reserve near Leavenworth, Ind. Mr. Guthrie emphasizes in his report the importance and necessity of a definite forestry program on the part of the state.

Appalachian Loggers Hold Congress

Large Assembly Hears Number of Valuable Addresses; F. G. Norcross Is Re-elected President



F. G. NORCROSS

The officers, members of the Appalachian Logging Congress, as well as the Knoxville Chamber of Commerce, experienced a feeling of great satisfaction for their efforts during the past few months when viewing the unusually large attendance at the congress, in Knoxville, Tenn., October 18, 19 and 20. The addresses in all cases were most excellent and this, the sixth annual meeting, was the biggest success the Appalachian Logging Congress has enjoyed.

President Norcross opened the congress with an address which took note of the spirit with which the members of the organization have met the vicissitudes of depression and outlined the matters in which the loggers should interest themselves. In part, he said:

I welcome you, one and all, to this, the sixth annual convention of the Appalachian Logging Congress.

It is with sincere interest I look into your faces today, and also a pleasure to note that the past year of business depression has not chilled your confidence in the ultimate return to normal conditions. I know full well by a life time spent with the logging and lumbermen the stuff they are made of, and it takes more than has come to us to put us in the doldrums. We are used to hard licks, and it is not the first business stagnation we have passed through.

I feel you all can see a few bright rays penetrating the business oblivion which we have waded through, but I want to remind you there is yet work to do which requires concentrated action by all engaged in the hardwood lumber industry. The time has come when a stronger co-operative spirit should exist, not only in the Appalachian Logging Congress, but between all the hardwood associations, so that more beneficial results may be obtained. I shall briefly refer to some of the important matters I desire to bring before the congress.

First—I desire to call to your attention and recommend for your earnest consideration the question of present freight rates on lumber and an effort should be made for a reduction of rates on lumber. Also to have a classified or differential freight rate promulgated by the Interstate Commerce Commission, thereby making movement of the lower grades of lumber which is prohibitive under the present rates in force. If a general reduction can be made with a lower classified rate for No. 1 common and poorer this will have a tendency to stimulate building of moderate cost homes, of which there are one million short of requirements. Home building will stimulate buying of furniture and fittings. It will revive those industries and will work to the conserving of your timber values by enabling you to bring to the mill parts of the trees now left in the woods owing to loss

incurring to the operators. The government desires us to co-operate to conserve forests. Why not the government assist us to get a classified freight rate on low grades of lumber, thereby co-operating with the manufacturers to conserve forest products by an appeal to the Interstate Commerce Commission? The carriers can well afford to reduce freight rates on lumber, which today are paying an excess charge compared with liability as to damage attending in event of wrecks and the bulky weight of the commodity, and when you take into consideration the low freight rates on coal and the cost of reloading and risk taken by the carrier, I feel that the lumber shippers are rightfully entitled to a lower rate. When coal is wrecked it is worth it to reload. When a car of lumber is wrecked it can be reloaded in a short time with little cost as to labor and a small damage claim to the carrier. When you realize that lumber is one of the best commodities the carriers receive for shipment, and also the stimulating effect a reduction of freight charges will bring about a large increase of shipments and consumption of wood products in all lines, we should have a good cause for our pleading.

Unemployment Conditions

Secondly—I desire to call your attention to the conditions of unemployment existing at the present time. This should be given your due consideration at this meeting and an exchange of ideas between our members should be had to try to formulate some way to relieve this undesirable condition. I feel if we can stimulate the movement of lumber it will eventually relieve to a large extent in many lines of industry this unemployment. It will stimulate home building and all lines of manufacture and material entering into house construction. It will put more carpenters to work, also brick masons and hardwood manufacturers, concrete construction and all kindred industries. I recommend for your earnest consideration ways and means to solve this problem. A man builds a house. His next desire is to purchase furniture and furnishings. Let the machinery and supply men assist in co-operating to relieve as far as possible the situation also.

I desire to call to the attention of the members of this Congress and to the executive officers the importance of formulating and adopting a plan of holding regional meetings, throughout the several sections of the Appalachian hardwood area, that the different operators not now interested as members of our association, may be extended an invitation to attend these regional meetings, where they will be made more fully acquainted with the methods and purposes of the congress, and also the benefits which may be derived by them in becoming members, and awaken an interest in the purposes of the association for the general good of the industry.

I would recommend that these regional meetings be held from time to time, say each month, or every two months, as the executive committee may deem best, at some designated center town or point in the different sections and that due notice be given in advance of the holding of such meeting, to all lumber manufacturers and loggers, giving date and place in such region. That the executive committee designate either one or two members of their committee to be there and confer with those attending at the request of the call as issued. This I call to the earnest consideration of the members and the committee, and trust that some action be taken regarding the same. At first your attendance may not be very large, but you will find on continually holding such meetings that your attendance will be augmented and grow in numbers. I would suggest at such meetings that a cordial invitation be extended to all in attendance to meet with the congress at its annual and semiannual meetings. The members taking the address of such as attend and report to the chairman of the executive committee.

Gentlemen, I shall not encroach further upon your valuable time, as we have with us in attendance at our meeting, through the courtesy of Colonel Greeley, Chief Forester of the United States Forestry Department, I. F. Eldredge and A. H. Frothingham, his assistants, who will address you upon the "General Progress of the United States Forestry Department" and "Minimum Requirements to Keep Cut-Over Lands Productive."

Captain Eldredge being in charge of the National Forest, eastern United States, and Mr. Frothingham, acting director, Appalachian Forest Experimental Station, Asheville, N. C.

We also have with us, and who will address you, R. S. Maddox, State Forester, Forestry Bureau, Nashville, Tenn., and his assistant, G. D. Marckworth, who will also place before you, for your consideration and co-operation, the matter of forest conservation, fire prevention and the preservation of forest game, birds, fish and streams, by keeping the fires in your forest down to a minimum. Through the delay in receiving the information regarding the attendance of Mr. Maddox and Mr. Marckworth, after our program had gone to print, we failed to embody the same, but

(Continued on page 30)

HOLLY RIDGE HARDWOODS

Branded HR

GUM OAK ASH ELM CYPRESS

THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

BAND MILLS
HOLLY RIDGE, LA.
ST. LANDRY, LA.
MONROE, LA.
MEEKER, LA.

BRANCH SALES
OFFICES
DETROIT, MICH.
BALTIMORE, MD.
KANSAS CITY, MO.
INDIANAPOLIS, IND.

HOLLY RIDGE LUMBER CO.

INCORPORATED

MAIN OFFICE

LOUISVILLE, KENTUCKY

(Continued from page 28)

I here wish to take the opportunity of thanking Mr. Maddox for the courtesy he has shown in being in attendance with his assistant, and I trust that each and every one of the members and those present at this meeting may be placed in possession of both the government's and state's plan, and that to the effect there may be a mutual co-operation between both branches, government and state, and the operators and timber owners in this hardwood region of the Appalachian mountains.

Appalachian Forester Speaks

E. H. Frothingham, acting director of the Appalachian Forest Experiment Station at Asheville, N. C., spoke interestingly on "Minimum Requirements to Keep Cut-Over Lands Productive," and Capt. I. F. Eldredge, who is in charge of the government forests in the eastern states, elaborated on the "General Program of the United States Forestry Department."

The address of George L. Wood of the R. E. Wood Lumber Company, Baltimore, Md., closed the first day's session. It was a very informative talk, and while he dwelt on the general question of reforestation, he particularly referred to the timber areas still available in the Appalachian section, and "the duty of every American citizen, regardless of his station or occupation," assisting in "creating new and healthy stands of hardwood forests upon our cut-over areas." He covered in detail the subject of Federal forestry legislation now pending, with special reference to the Capper and Snell bills. Mr. Wood brought out the fact that the lumbermen are naturally interested in securing proper taxation on their properties, such as would instill a desire for reforestation instead of discouraging it.

In the evening a Dutch lunch and smoker were indulged in at the Business Men's Club, during which entertainment was offered, including motion pictures supplied by E. C. Atkins & Co., of Indianapolis, Ind., and Henry Disston & Sons of Philadelphia, Pa., of the manufacturing process of saws.

Wednesday Morning Session

The Wednesday morning session was opened by President Norcross with the reading of letters and telegrams from various good friends of the congress, who regretted their inability to attend, and extended their best wishes.

J. R. McGiffert of the Clyde Iron Works, Duluth, Minn., spoke on "The Development of the Cableway Skidder," describing the various cableways in use in the early days and showing the many improvements which have been made since then, adding that "While every logger realizes full well that machinery for use in the woods must be strong, durable and as nearly 'fool proof' as possible, experience teaches the vast importance of simplicity, and that as far as possible all complication should be avoided."

F. G. Norcross of the New River Lumber Company, Norma, Tenn., then presented "Sawing of the Log," during which he showed charts illustrating the points brought out. Among other important things Mr. Norcross said: "The sawyer is the money maker or money loser and should be an intelligent man." Following this there was considerable discussion of the subject just covered.

Another very interesting address was that of Andrew Gennett, Gennett Lumber Company, Asheville, N. C., on "Compensation Insurance." He gave specific figures covering accidents—fatal, causing total disability, and partial disability, with resulting loss of time, which occurred to the American industry in 1919, and these figures were appalling. Mr. Gennett in referring to workmen's compensation laws said: "Briefly stated, the Workmen's Compensation Law abolishes the principle of liability for negligence only and substitutes liability for all cases of accidental injury. It is intended to secure a more equitable distribution of the economic loss from industrial accidents, to make the compensation certain, immediate and reasonably adequate, while at the same time maintaining a proper standard of carefulness for both employer and employee."

A letter descriptive of sawmilling and logging in New Zealand from C. M. Malfray, Wellington, New Zealand, was read by Chairman Wood.

Tucker on Costs

L. H. Tucker of the Andrews Manufacturing Company, Andrews, N. C., was the speaker of the Wednesday afternoon session, his address being "Costs and How to Keep Them," and was very interestingly given.

W. D. Clark made an impromptu address embracing the work being done in North Carolina and the Appalachian region through the North Carolina geological survey in which he is engaged, and informing the hearers that North Carolina this year has an increased allotment for fire protection this year, this being due to the assistance coming from the lumbermen.

E. A. Gaskill, chairman of the committee appointed to make an investigation of economical fuel and power generating methods, by properly insulating unprotected boiler and pipe surfaces now in use, made the startling announcement that there was a saving of \$129.66 in fourteen days effected on a 68x124-inch boiler to 12.65 tons of coal. L. D. Gasteiger of the Pittsburgh Lumber Company, Braemer, Tenn., and C. S. Badgett of Canton, N. C., are also members of this committee.

The election of officers resulted in the re-election of President Norcross, with L. D. Gasteiger as vice-president.

The banquet on Wednesday was presided over by Judge H. B. Lindsay as toastmaster, and during the evening W. H. Hopkins of the New River Lumber Company, Cincinnati, O., was presented with a silver loving cup for the lumberman making the highest score on Knoxville golf links.

On Thursday noon the Kiwanis Club entertained the congress.

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can't decide it from a consideration of any one abstract element and that the element of restrained production was important in that it was used as a means of forcing prices up."

Use of Term "Force" Questioned

Justice Brandeis questioned the propriety of this application of the word "force," wanting to know if repeated expressions of optimistic opinions could be construed as force.

Justice Brandeis' next question was most significant. He asked how the increased prices for lumber during the period of alleged conspiracy differed from the increases which took place in the prices of sugar and ready-to-wear clothing?

Mr. Beck informed him that during the time of high prices the sugar men increased their productive capacity and later the sugar market broke and prices fell.

Chief Justice Taft asked whether after all the question at issue was not whether there was a tacit agreement to keep up prices.

"Exactly," Mr. Beck replied, "and these defendants are convicted out of their own mouths." The Sherman law, he added, would be rendered totally impotent if other business men are allowed to follow the example of the defendants.

In closing for the lumbermen, Mr. Todd confined himself largely to a citation of the legal precedents supporting the contentions of his clients. He also summed up in concise form the legal points, which counsel for the defendants assumed to be at issue.

Pertinent Information

Send Railroad Operation Protest to Harding

Strenuous objection to government operation of the railroads as a means of preventing the threatened strike of railway employees, as urged by the latter, is voiced by the Southern Hardwood Traffic Association in a telegram dispatched on October 19 to President Harding by S. M. Nickey, head of this organization.

South Bend Companies Consolidate

The Shafer-McLaughlin Lumber Company and the Boyd-Hillier Lumber Company, both of South Bend, have completed consolidation of their

interests under the name of Shafer-McLaughlin & Hillier, Inc., with sales office at South Bend, Ind., and mill and yard at Portland, Ore.

The new organization will market western forest products, as did its predecessors. The personnel of the new organization will be as follows:

President—John I. Shafer.

Vice president—H. H. McLaughlin.

Secretary-treasurer—Forest Hillier.

Mr. McLaughlin will have his office at Portland and will be in general charge of production and shipment, including the mill and yard at Portland.

Mr. Hillier will have general charge of sales and will have his office at 619 J. M. S. building, South Bend.

The parties interested have had over twenty years of experience in the lumber business.

Louisiana Red Cypress Company to Open Hardwood Office in Memphis

Beginning November 1 the hardwood department of the Louisiana Red Cypress Company of New Orleans, La., will be located in the Bank of Commerce & Trust Company building, Memphis, Tenn. In making this announcement Chris A. Walker, manager of the hardwood department of this company, said that the change is being made because Memphis is so obviously the logical point for such a department. "It will put us in closer touch with our customers, which will enable us to serve them more advantageously," said Mr. Walker. "It will also bring us closer to our mills, and to what we consider the hardwood center of the United States. We are confident this move will prove beneficial to both our customers, our mills and ourselves."

The Louisiana Red Cypress Company has just made connections with another mill from which to draw hardwoods to be handled through this department. These arrangements were made about October 10 with the Brown-Ingram Lumber Company, Poston, S. C., and provide for the exclusive handling of the output of their eight-foot band mill at Poston. This mill has approximately 100,000,000 feet of timber back of it, composed of sweet gum, oak, ash, poplar, sycamore and tupelo. The largest per cent is sweet gum, which runs exceptionally good to red. The texture of the gum is said to be equal to the Louisiana and Arkansas stock and to run a little better to red than the gum in the named states. The mill is very completely equipped and has yarding and other space to care for fifteen to twenty million feet of lumber. The mill is now operating full time, producing 35,000 feet of lumber per day. The logs are being cut so that they can produce 70 to 80 per cent of 14-foot and 16-foot stock, of which 50 per cent is 16-foot.

Clubs and Associations

National Chamber of Commerce Forestry Committee to Meet in New Orleans

Continuing its investigation of forestry conditions throughout the country, the Committee on Forestry Policy of the Chamber of Commerce of the United States will hold hearings at New Orleans on November 14, 15 and 16. This Committee was appointed to recommend to the United States Chamber a national forestry policy.

At the New Orleans hearings, the committee hopes to get all the information possible concerning the forestry situation in the South, Southwest and Middle West. Invitations to attend the hearing will be sent to men interested in the various phases of the forestry question in those parts of the country. The list of those invited to the hearings includes lumbermen, conservationists, officials of national and state forest services, directors of experiment stations, college professors and other scientists interested in forestry work, county agents, members of the Society of American Foresters, editors of trade journals interested in forestry, and large lumber, paper and pulp, and other wood using associations.

Similar hearings have been held in Chicago, Minneapolis, Spokane, Seattle, Portland and San Francisco. The Committee spent time investigating actual conditions in the timber lands of the northwest and Pacific Coast.

The committee will conclude its hearings in Washington in December when the various forestry interests of the east and northeast will have an opportunity to be heard. Following the Washington hearing, the committee will prepare its report, which may be made the basis for a referendum to be taken by the United States Chamber of Commerce.

London's New Hardwood CIF Proposal Creates Interest Among U. S. Exporters

Much interest was manifested in Baltimore among hardwood exporters in the account of a meeting of the hardwood section of the Timber Trades Federation published in the London Timber Trades Journal, at which the proposed form of Hardwood CIF contract, formulated by the hardwood contract committee, was considered. The form was approved, subject to slight alterations, the report said, and the secretary was instructed to forward a copy of the form as approved to the National Lumber Exporters' Association.

This contract form was one of the principal matters considered at the

last annual meeting of the N. L. E. A. held in New Orleans, and it again came up at the semi-annual meeting held in Chicago. The Timber Trade Federation had rejected a previous draft of contract, which had the indorsement of the N. L. E. A., and had drawn up another, with various changes, which in turn failed to receive the approval of the N. L. E. A. The association received the report of the committee and continued the latter, a further revised form of contract being taken back to London by Gustave A. Farber, British representative of Russe & Burgess, Inc., of Memphis, as the delegate for the N. L. E. A. Presumably it was this revised draft which came up for consideration, at the London meeting, though, whether the changes made there will be more acceptable than were the old ones, remains to be seen.

Receipt of the revised draft by the N. L. E. A. is awaited with interest, and it is thought that the association will have to give its O. K. before the matter can be regarded as finally disposed of.

Evansville Opposes National Agreements

At the regular monthly meeting of the Evansville Lumbermen's Club held at the New Vendome hotel in that city on Tuesday night, October 11, the club went on record as endorsing the action of the executive committee of the National Industrial Traffic League requesting that the railway executives abrogate immediately the so-called national agreements made effective during the period of federal control and which in the opinion of the executive committee of the league expired with the return of the railroads to private management.

Louisville Club Restores Weekly Schedule

The Louisville Hardwood Club at a meeting on October 18, decided to go back to its old system of meeting every week instead of every other week. For years the club met weekly, and claimed to be one of the only lumber clubs in the country that met that frequently. For a time meetings were held twice a month, and then back to the weekly plan which was again abandoned for the every other week plan. Argument came up when the question arose as to holding the annual meeting on election night, November 8, which was not a regular meeting night, but a date upon which the club had met annually throughout its history. The first Tuesday of November, following the first Monday, is always election night as a tradition of the club.

An interesting feature of the last regular meeting of the Louisville Hardwood Club was in the fact that it was the first time in months that every member was represented, and when every member reported good business. Not a single dissenting voice was heard, and everyone reported improved business and fair prospects.

Southwestern Club Meets

A distinct tone of optimism prevailed at the regular monthly meeting of the Southwestern Hardwood Manufacturers' Club at the New Orleans Lumbermen's Club, Carondelet and Union streets, Thursday, October 13. The meeting was attended by upward of a score of leading manufacturers from the three states of Texas, Louisiana and Mississippi comprising the club and the trend of the messages brought by delegates from the broad territory was uniformly to the effect that the hardwood industry is now turning the corner of depression sharply and before many weeks should follow the southern pine market in its improvement.

President C. J. Coppock, representing the Cybur Lumber Company, Cybur, Miss., presided and George Schaad of the New Orleans office of the Southern Hardwood Traffic substituted as secretary for A. C. Bowen, detained in Memphis.

Short, crisp talks were made by a number of prominent manufacturers and others, including the following:

Phil Lanier, president of the New Orleans Lumbermen's Club, who welcomed the hardwood manufacturers to the new club quarters in felicitous terms; Chris A. Walker, manager of the hardwood department of the Louisiana Red Cypress Company; J. E. Edwards, president, Hillyer Deutsch Edwards, Inc., Oakdale, La.; W. Brown Morgan, S. T. Alcus & Co., New Orleans; H. G. Bohlssen of the Bohlssen Mfg. Co., Ewing, Texas; L. P. DuBose, manager, hardwood department, A. J. Higgins Lumber & Export Company, New Orleans and others.

Production has made a slight change for the better, it appeared from expressions of representative manufacturers from throughout the tri-state territory and now probably is about twenty-five per cent of normal. There is a general shortage of stocks of all the better grades; that is, from No. 1 Common up and there is at last some slight movement, though not as yet considerable, of the lower grades.

The big problem before the manufacturers, at the present time, it appears is to be able to provide a sufficiency of the better grades with the Winter season coming on with its consequent further curtailment of output and all mills in a position to do so are doing all within their power to build up their stocks of the better grades. Further optimism was expressed over the outlook for freight rate reductions at an early date and this was branded again as the big drawback to the dullness in the market for the lower grades; the item of freight literally knocking this business out.

On motion of Mr. Sherrill of Merryville the meeting passed a resolution of thanks to J. E. O'Rourke, manager of the New Orleans branch of the American Overseas Forwarding Company, for his efforts in obtaining a substantial reduction in ocean freight rates on forest products.

The next meeting date was set for Thursday, November 10, and all meetings hereafter will be held at the New Orleans Lumbermen's Club.

A. H. Cordes Stars in Cincinnati Tourney



J. C. West (left), former President. E. O. Robinson (right), new President.

The playing of A. H. Cordes was the feature of the second annual golf tournament of the Cincinnati Lumbermen's Golf Association, which was held at the Western Hills golf course on October 6. Cordes played a brilliant, steady game of golf and in addition to winning the championship trophy, annexed two other prizes worthy of mention.

In addition to the tournament the annual dinner, meeting and election of officers were held in the commodious clubhouse in the evening. The Entertainment Committee, of which J. C. West is chairman, overlooked nothing in preparing for the entertainment which brought the affair to a close.

The spirit of good fellowship that has been promoted among the members since the association was organized two years ago, was paramount throughout the day and quite conspicuous at the dinner in the evening.

By brilliant playing, A. H. Cordes won the championship trophy, lowest net score, 36 holes, medal play, handicap applied with a gross score of 189, handicap 20, net 149. D. H. Willey, with a gross score of 198, handicap 19, net 160, was the runner-up in this event.

The president's trophy, lowest gross score, 18 holes, medal play, no handicap applied, morning play was annexed by E. M. Bonner with a gross score of 86. Mr. Cordes also won the First National Bank of Covington, Ky., trophy, for the lowest gross score, 18 holes, medal play, no handicap applied, afternoon play, with a gross score of 89.

Mr. Cordes had little difficulty in winning the Mowbray & Robinson cup with seven down. This event was match play against par, 36 holes, all day play, three-quarter handicap applied. The winner is entitled to have his name engraved on the cup and possession of it until the tournament next year. The cup is to become the property of the player who wins it three times. Mr. Cordes also was presented with a gold medal by the golf association for his victory in this event.

Winners of the various other events were: Morning play, lowest net score, 18 holes, handicap applied, E. M. Bonner with a gross score of 75; afternoon event, lowest net score, 18 holes, handicap applied, ended in a tie between Newell H. Hargrave and J. S. Walker, each with a gross score of 78. Roy Thompson won the second flight, lowest net score, 36 holes, morning and afternoon play, full handicap applied, with a gross score of 146. The runner-up in this event was H. A. Spielman with a gross score of 158. The second flight, lowest net score, 18 holes, morning play, full handicap applied, was won by Arthur Freiberg, with a gross score of 80. John

R. O'Neill won the second flight, afternoon play, lowest net score, 18 holes, full handicap applied, with a gross score of 78.

Following the dinner in the evening President J. C. West presented the winners of the various events in the tournament with their prizes and also announced the winners of the Tuesday afternoon events held during the playing season at the various golf courses. The victors are as follows: Hyde Park Country Club, V. B. Kirkpatrick, net score 80; Hamilton County Country Club, W. B. Hay, net score 83; Western Hills Country Club, G. W. Hand, net score 73; Cincinnati County Club, Newell H. Hargrave, net score 76; Highland Country Club, J. C. West, net score 78; Fort Mitchell Country Club, Thomas Thames, net score 78; Wyoming Country Club, L. C. Cordes, net score 77; Losantaville Country Club, H. M. Spielman, net score 79.

The following officers were elected for the ensuing year: President, E. O. Robinson, Mowbray & Robinson Lumber Company; vice-president, W. H. Hopkins, New River Lumber Company; secretary, E. M. Bonner, Atlas Lumber Company; treasurer, G. W. Hand, Bayou Land and Lumber Company. J. C. West and L. C. Cordes were elected directors for the three- and two-year terms, respectively.

Memphis Club Adopts Forestry Policy Platform

The Lumbermen's Club of Memphis, at its regular semi-monthly meeting at the Hotel Gayoso Saturday afternoon, Oct. 15, unanimously adopted resolutions favoring a forest conservation policy on the part of the Government of the United States but declaring itself unalterably opposed to the Capper bill, now pending before Congress, as confiscatory of the property rights of owners of private lumber lands. It also made it quite clear that there should be no restrictions as to timber cutting placed on private owners of timber lands by any legislation.

The resolutions, which were presented by the law and insurance committee were ordered sent to Tennessee Senators and Representatives in Congress, with the urgent request that they be governed by the principles enunciated therein when forestry legislation is before them. The resolutions are presented herewith:

"Resolved by the Lumbermen's Club of Memphis, Tenn.:

"First—That we favor a forestry policy on the part of our national government that will increase, preserve and perpetuate our timber resources on public lands and on private lands available for this purpose, but no timber cutting restrictions or reforestation requirements should be applied to private lands without due recognition of the property rights of the owner, reimbursing him for financial loss sustained in complying with regulations that are detrimental to his interests.

"Second—That any forestry legislation should always clearly define its requirements and should not create a situation wherein the private owner of timber lands can be harassed by regulations imposed from time to time by government officials.

"Third—That the best hardwood timber in the Southern States grown on lands that are very valuable for agricultural purposes after the timber is removed and a policy of reforestation and restriction of timber cutting applied to these lands would be impracticable. This is particularly true of the alluvial lands of the Mississippi delta.

"Fourth—We are opposed to Senate Bill S1435, known as the Capper Bill, in that it sets aside the constitutional property rights of private citizens, placing upon them the burden of carrying out a public policy without compensation and imposing a penalty for failure to comply with its provisions."

Ocean Rates on Hardwoods Reduced

The American Overseas Forwarding Company, Memphis, received telegraphic advices from its offices at New Orleans, October 15, that the conference group had reduced ocean freight rates on hardwood lumber and forest products to United Kingdom ports 10 cents per hundred pounds, thus bringing heavy hardwoods from 40 to 30 cents per hundred pounds and light hardwoods from 55 to 45 cents.

Just prior to this cut the conference group slashed rates from 50 to 40 cents on heavy hardwoods and from 60 to 50 cents on light hardwoods moving from southern gulf ports to Rotterdam, Ghent, Antwerp, Havre, Bordeaux and Dunkirk.

These reductions are expected to materially stimulate foreign buying which has been gradually increasing ever since the lower tendency of ocean freight rates developed.

The American Overseas Forwarding Company booked 125 cars of lumber and forest products during the week ending Oct. 15. This brings the total since September, forwarded through this agency alone, to more than 10,000,000 feet. Counting the 10 to 15 per cent handled through other agencies, the grand total for this period is perhaps well above 12,500,000 feet.

Strong Committee Appointed

W. H. Schuette, first vice-president of the National Wholesale Lumber Dealers' Association, has been appointed on the Committee on Distribution of the Chamber of Commerce of the United States. In order to function more specifically in the interests of industry the activities of the Chamber have been divided into eight departments, each in charge of an expert manager. The Committee on Distribution has been organized to study and report upon the problems surrounding the distribution of commodities from the moment of their production until they reach the hands of the ultimate consumer.

With the Trade

Baer Mills Resume Cutting

Such a hopeful view is being taken of the permanence of the improvement which has taken place of late in the hardwood trade by Richard P. Baer & Co., Maryland Casualty Building, Baltimore, Md., that the firm, through the Magazine Hardwood Company, has resumed operations at the saw mill plant at Mobile, work there having started again October 17. The mill at Bogalusa, La., operated by the Baer & Thayer Hardwood Company, also an affiliated concern, which had likewise been closed down for months, will be running once more by November 1.

Richard P. Baer, the senior member of the firm, has just returned from a trip of two months abroad. He arrived in New York late Saturday night on the Caronia and was at his office again on Monday. Mr. Baer visited ports and lumber centers in the United Kingdom, and also crossed over to the Continent, getting a close view of conditions in France and Belgium. He states that while he saw many things to indicate improvement and gradual recovery from the stagnation and the unsettlement of the war, the revival was slow and was being further retarded by the slump in exchange and other developments.

Scherer Not Connected with Firm by His Name

The late William C. Scherer, Jr., had no connection with William C. Scherer & Company, Inc., door, sash and blind manufacturers of Baltimore, Md., according to a letter written by Wm. C. Kirkley, vice-president of the company, to correct a statement to this effect made in *HARDWOOD RECORD*. Wm. C. Scherer, Jr., was never connected with the company, and the present corporation was formed by the late Philip Green, who died in 1919. Mr. Green purchased the copartnership known as Wm. C. Scherer & Company from the estate of William C. Scherer. Since Mr. Green's death the officers have been as follows: Luther M. R. Willis, president; Wm. C. Kirkley, vice-president; Wm. F. Smith, Jr., treasurer; Robert L. Heiser, secretary.

Richard and Kendall Form Partnership

H. J. Richards, one of the partners in the well known Dacus-Richards Hardwood Company of Memphis, has purchased the interest in the firm of A. P. Dacus and will hereafter have associated with him J. T. Kendall, who until recently was sales manager of the Gayoso Lumber Company, and is one of the most popular and energetic young lumbermen in the Southern territory. The firm name has been changed to the Richards Hardwood Company, but the business will be continued with no change other than that in name and partnership.

Maffett-Graef Lumber Company Formed

The Maffett-Graef Lumber Company, manufacturers and wholesalers of northern hardwoods, has been launched at Appleton, Wis., by Harlow W. Maffett, in a partnership with Lothar G. Graef and O. E. Knoke of Appleton. Mr. Maffett recently severed his connections with the Chas. Gill Lumber Company of which he was sales manager, having opened their Chicago office and covered all the company's territory outside of Chicago. He has been active in the lumber business for fifteen years or more, working in all branches of the industry. He started with the old Rice Lake Lumber Company, working through the different departments, and was for four years with the American Lumber Company at Albuquerque, N. Mex., in charge of the dressed lumber department. He was afterward with the Stevens-Jarvis Lumber Company on the inspection and sales force and had been with the Gill company the past three years.

Mr. Knoke is recognized as one of the best mill men in the north, having operated a mill and yard at Hatley, Wis., as manufacturer and logger. He recently completed a thoroughly modern band mill and planing mill at Appleton.

Mr. Graef is associated with the Graef Manufacturing Company and has been interested in the manufacture of sash, doors and millwork for years, therefore gaining a complete experience of the uses of lumber from the factory viewpoint. He served during the late war with the 150th Machine Gun Battalion of the "Rainbow" Division, as major, and is president of the Chamber of Commerce at Appleton.

Miss Evelyn Russe Weds New York Man

One of the most brilliant weddings in Memphis this fall was that in which Miss Evelyn Russe, daughter of Mr. and Mrs. William H. Russe, and Charles Russell Lea, of White Plains, New York, were the principals. The ceremony was performed the evening of October 19 in the presence of a select coterie of friends of the contracting parties at St. Mary's Cathedral by Rev. Israel H. Noe, dean of the cathedral. The church was simply but beautifully decorated. The bride was given in marriage by her father, who is president of Russe & Burgess, Inc. Mrs. E. C. Gause, sister of the bride, served as matron of honor, while Clifton Hopkins of New York was best man.

Following the ceremony, a reception and dance were tendered at the Memphis Country Club to 400 of the most prominent society people of Memphis. Midway of the evening a delightful salad course was served. The guests were received by Mr. and Mrs. Russe and by Mr. and Mrs. C. Reginald Lea, father and mother of the groom.

Mr. and Mrs. Lea left late in the evening for Kentucky. From there they

will motor to Canada. On their return from their bridal tour they will be at home in their new residence at Hastings-on-the-Hudson, New York.

J. Clayton Johnson Organizes New Company

J. C. Johnson, formerly with the Johnson Bros. Hardwood Company of Memphis, and secretary of the Lumbermen's Club of Memphis, is forming the J. C. Johnson Lumber Company and will shortly make application for a charter under the laws of this State. He has already opened offices on the second floor of the Bank of Commerce building and is handling hardwood lumber at wholesale. Mr. Johnson is now making preparations to take the output of certain mills in this territory and is progressing satisfactorily with his plans in that direction. Prior to his connection with the Johnson Bros. Hardwood Company, Mr. Johnson was sales manager for the Thane Lumber Company, Arkansas City, Ark. E. O. Johnson will continue, at least for the present, the business of the Johnson Bros. Hardwood Company without change of name.

R. A. Long Returns from Europe with Clear View of Conditions

Looking considerably refreshed and in much better health than when he left, R. A. Long, chairman of the board of the Long-Bell Lumber Company, returned home to Kansas City, October 8, from a five-months' tour of the principal European countries.

In an interview with newspaper men Mr. Long gave his impressions and opinions on a score or more of subjects of vital interest, revealing in startling fashion that he did considerably more in Europe than "see the sights."

Mr. Long found Germany the most prosperous nation in an industrial way, England with conditions more unsettled than any other country, and the nations that were neutral in the World War in less favorable circumstances than might be expected.

In his travels he found a similarity of expression as to the world situation today, bankers and public men summing it up with the laconic American phrase, "The world is all upside down." Although no definite plans are suggested for relief, Mr. Long found that a general feeling of confidence prevailed, and that the Europeans expect America to help them on the way to the new prosperity.

Mr. Long believes he sees a real opportunity for the manufacturers of building materials to get the wheels of industry started with sufficient motive power ultimately to benefit all business. The key that may get things moving is the world housing shortage.

"In times like the present all manufacturers and retailers should be satisfied to take much smaller profits than in the past," said Mr. Long. "If they do that they will make more money in the long run."

"Europe is wonderfully courageous and hopeful. They feel that in time (however, that period may be far away) that the present situation will be cured, but they are unable to tell you now what course must be pursued in order to reach this end."

Hardwood News Notes

MISCELLANEOUS

The Burke Lumber & Land Company has recently commenced in the wholesale lumber and dimension stock manufacturing business at Conway, Ark.

The Northeastern Furniture Company has been incorporated at New York City by E. R. Early, H. C. Finn and M. W. Wintermute, 840 East End avenue. The capitalization is \$50,000.

Thomas F. Welch of Grafton, W. Va., recently sailed for Europe in the interest of his lumber business.

Nelson Courtlandt Brown, who since May, 1917, has been on a tour of investigation for the government in Europe, has now returned to the New York State College of Forestry at Syracuse, N. Y., as head of the Department of Forest Utilization.

The Dudley-Dubose Lumber Company has recently commenced business at New Orleans, La., to wholesale and export hardwood lumber.

The R. W. Wood Lumber Company of Baltimore, Md., has been granted a certificate by the State of West Virginia to withdraw its business interests in the latter state.

At Wheeling, W. Va., the Boydton Box & Lumber Company has been incorporated at \$200,000, by A. L. Metzner, A. F. Brady, Jr., J. H. McNash, Lawrence Meharg, and F. H. Ryder, Wheeling.

The Boyd-Hillier Lumber Company, South Bend, Ind., has consolidated with the Shafer McLaughlin Lumber Company of Portland, Ore., under the name of Shafer, McLaughlin & Hillier (Inc.).

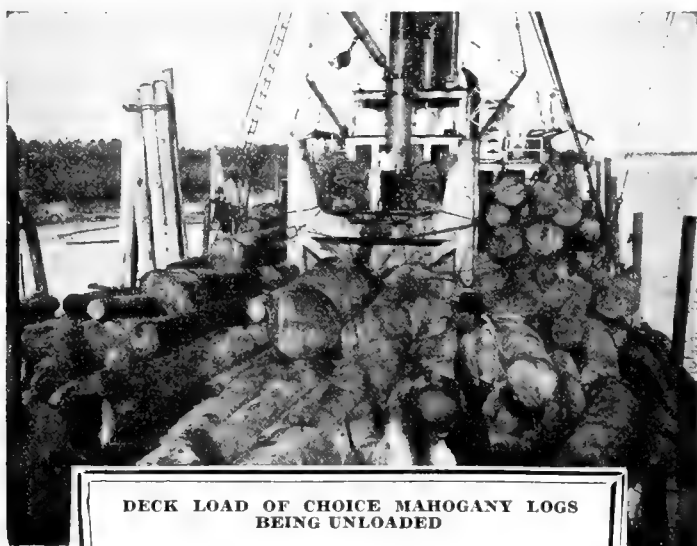
CHICAGO

A receiver has been appointed for the United Table Bed Company, Chicago.

The Kelly Company has recently commenced wholesaling yellow pine and hardwoods at 332 South Michigan avenue, Chicago.

Morris Kaufman has started in the upholstered furniture business at Hinsdale, Ill.

T. J. Fullenlove who has been located in Louisville, Ky., for many years, has been appointed by the W. P. Brown & Sons Lumber Company of that city as its Chicago representative. He resides at 1648 Lunt avenue.



DECK LOAD OF CHOICE MAHOGANY LOGS
BEING UNLOADED

CHICAGO OFFICE

N. S. JOHNSON
39 W. ADAMS ST.

GRAND RAPIDS

GEO. A. BAKER
HOTEL CODY

MAHOGANY

OFFICES AND W. REHOUSES
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

SAW AND VENEER MILLS
NEW ORLEANS, LA.

LUMBER AND VENEERS

LARGE MAHOGANY LOG BEING OPENED
UP ON CARRIAGE



The capital stock of the Modern Parlor Furniture Company has been increased to \$100,000 from \$25,000. The company is located at 664 West Division street.

BUFFALO

The National Association of Baby Vehicle Manufacturers held a meeting at the Lafayette Hotel here on October 18. No information was given out as to the topics discussed, which presumably related to the present conditions and future prospects of the trade. But while no news of what was going on was available to the reporters, one of the latter records that much speculation was rife among "married bellboys and elderly parlor maids" as to the outcome of the conference, and the suggestion was made: "Why not a baby carriage with an electric motor under the body to save the nurse-maid the work of pushing?"

The lake trade in lumber has shown more activity during the past week or two than for some time past, the receipts having been about 3,000,000 feet in that period. The H. T. Kerr Lumber Company had one cargo of hardwoods and will soon have another.

The Chamber of Commerce reports that Buffalo has about 1,700 motor trucks which would be available in case of a railroad strike. Buffalo shippers can reach as far east as Boston by this method, and as far west as Chicago. About forty trucks here are in daily suburban service.

The plant of the Kafeld Baby Carriage Manufacturing Company, Rochester, was damaged severely on October 14 by fire. The loss is said to be over \$40,000.

M. M. Wall, treasurer of the Buffalo Hardwood Lumber Company, has returned from a two weeks' trip in the New England territory. He states that everybody is fairly busy using up their stocks and buying only what is needed for immediate use. Though most concerns have a pretty fair stock of lumber on hand, they are feeling hopeful as to the outlook.

Charles R. Robinson, president of the Chamber of Commerce, spoke on the business outlook at a recent meeting of the Buffalo Lumber Exchange. The exchange meetings are well attended and the hardwood lumbermen are showing a good interest in them.

Local lumbermen have won a point in the order of Justice George W. Cole ordering inspection of the minutes of the grand jury, which brought in indictments against members of the retail trade here. The order of the justice reads:

"The district attorney within three days from the date of the order shall furnish to the defendants for their inspection, and to the court, a transcript of so much of the evidence produced before the grand jury, consisting of oral testimony, and of documents, books and other writings, as relate to the payments alleged in the indictment to have been made on August 20, 1919, to the Huntington & Finke Company, William Henrich's Sons' Company, Hurd Bros., Inc., Mosier & Sons, Inc., G. Elias & Bro., Inc., and A. G. Hauenstein Lumber Company, Inc., a copy of such oral testimony to be provided and a summary statement of the said documents, books and writings giving briefly the substance and character of each of said documents. The documents themselves are to be produced in court by the district attorney upon the motion to dismiss the indictment, the said testimony and the documents to be certified by the district attorney as being all of the evidence bearing upon the question of the said payments. In all other respects the motion of the defendants to inspect the minutes of the grand jury is denied."

John W. Ryan, attorney for the lumbermen, states that the decision means that practically all the evidence before the grand jury may be examined.

PITTSBURGH

C. V. McCreight of the Ricks-McCreight Lumber Company was in Chicago last week attending the standardization conference and the National Convention of the retail lumbermen.

The Salter-Hamilton Lumber Company says that the general atmosphere is clearing up. It does not expect a whole lot of business, however, before spring, or at least until railroad buying produces a larger demand for oak.

The Frampton-Foster Lumber Company is doing a nice lot of hardwood business this fall and says that railroad inquiry is increasing steadily. This concern is going to make a big plunge for a larger total of sales this quarter which will make them a pretty satisfactory period.

The Western Reserve Lumber Company of Warren, O., is rapidly advancing its business in the big industrial centers in the Mahoning Valley. Its stocks are large and well selected and its management is putting on a very aggressive campaign.

The Standard Underground Cable Company—one of the Westinghouse interests and a big buyer of hardwood, let the contract this week for a \$500,000 building at Sixteenth and Pike streets. This is the fourth really big contract that has been released here in the past two weeks.

The Pittsburgh Lumbermen's Club has been gathering data through its secretary, Franklin Dickey, which shows that lumber prices in Pittsburgh at least are far and away below prices of other building materials. The club is doing everything possible to promote the building boom and is publishing broadcast a splendid lot of information for prospective buyers.

The Smithfield Lumber Company, which was lately organized at Springfield, Pa., by capitalists of Fayette county, Pa., will build a big mill in the near future and will do considerable hardwood business.

(Continued on page 51)

“Elephints A-Pilin’ Teak”

(See page 36 for illustrations)

Task of Getting Teak Logs Out of the Burma Jungles and Down to the Saw Mills Is a Long and Tortuous One

ALL NIGHT LONG—a southwest monsoon, wet with the breath of Bengal Bay, had raged through the parched Patkoi hills, bending the tall bamboo till it leaned like a Burma virgin low at the feet of Buddha; shaking the tall teak tree until its golden heart cracked with fear. The tropic Vulcan had shot his thunder bolts into the dark belly of the tropic sky until it was ragged and gutted of its rain. Where twelve hours before the dust had lain thicker than the hoof of an elephant and the spear-head leaf of the teak had rattled and rolled in a lazy breeze, a torrent now leaped and shook its shaggy yellow mane, mad for the rush through the riven rocks down to the waiting arms of the Irawaddy, past Mandalay and the wharves of Rangoon to the far salt sea.

The rain ceased, the wind moaned low and the dawn struggled, dull and weak and wet out of the sombre east. There arose a babel of raucous sounds, iron beating upon brass, the hysterical gutturals of Indo-China men, the brusque monosyllables of Anglo-Saxon *sahibs*. Out of the compound the *mahouts* dash astride the necks of their elephants, sinking deep their goads into the leathery flesh of these huge mounts. Stung with the sharp keen pain of the goads the elephants trumpet until the hills quake and give back sound in fear. Torches, held in the uplifted hands of half-naked coolies, leaping like demons, waver and flare upward, weirdly illumining the writhing trunks of the tortured elephants.

In far Burma the teak log drive is on! All through the long dry winter and the scorched, leafless spring, when the air lay still and dead with heat, the crews of the Bombay Burma Trading Company had toiled in the teak forests, tumbling down the huge trees, trimming them and dragging them, with stout chains hitched to elephants, into the dusty creek beds. There the teak logs had waited for this summer downpour that had filled the creek bed and made the torrent that would send them down toward the navigable rivers and the shipping ports. There is need for haste now, because these tropical rains are sudden and ephemeral things that come and pass like the anger of a whimsical god. That is why the crews of elephants, *mahouts* (drivers) and coolies were hustled out at dawn by their British bosses. The teak logs were jamming in the creek, as they always do, and it was necessary to break the jam and send them scudding along their way before the flood ran ahead and left them.

Shouting at the top of their voices the *mahouts* drive the huge beasts into the flood. The elephants know their work well and with tusk and trunk they lift and pull at the logs until the key log is loosened and the masses of timber begin their flow.

A Long and Tortuous Job

The task of getting the teak timber out of the forests of Burma, India, is a long and tortuous one. To this fact a representative of the Bombay Burma Trading Company, who recently came to this country to confer with Busk & Daniels, New York City importers of Rangoon teak, will testify. This gentleman, a Mr. Taylor, who spent a number of years in the teak forests of Burma and Siam, described the methods employed. The logging practice that prevails in the Occidental countries will not do in these East Indian forests, he said. The teak trees grow scattered among others of little commercial value and often at great distance from one another in the foothills of the mountains of northern and western Burma. Moveable dragging engines, such as tractors, can not be used in these hill forests, because they would spend so much time changing position that there would be practically no result from their use.

Recourse, therefore, must be had to a native logging engine, the elephant, or *hathi*, as he is known to the East Indian. The elephant combines capacity for crossing the most difficult country with the weight necessary to shift heavy timbers.

The first step in the extraction of teak is the girdling. This means cutting a deep ring through the bark and sapwood at the trunk of the tree for the purpose of stopping the flow of sap. The tree then stops growing and dies. Thus dead, it is permitted to stand in the forest for two or three years before felling, to enable the wood to season. This is done because the teak wood will not float green and much of its journey to the sawmills is to be by water, down the torrential creeks to such rivers as the Irawaddy and Salwin, which flow past large towns and down to the coast of the Bay of Bengal. This seasoning is very thorough, because the standing tree is touched by the air upon all sides and is subjected to the influence of dry breezes that blow throughout the year except for the occasional summer rains.

After the tree has passed through its period of seasoning and has been stripped of its limbs and perhaps squared by the natives with broad axes, the work of the elephants begins. The elephants are harnessed to the felled trees with chains, by means of which they drag them to the nearest floating creek. The logs are allowed to accumulate in these creek beds until the rains come. The elephants weigh three or four tons and consequently can drag heavy logs up and down hill, through thick jungles of bamboo and other rank tropical growth, until the creeks are reached. Sometimes the logs are dragged on low carts, which have been loaded by the elephants themselves. But usually the number of logs to follow any given route does not justify the making of a track and the necessary bridges for the passage of carts.

Calves Preclude Efficiency

Both sexes of elephants are used to handle the teak, but the females are often impeded in their work by mischievous calves running around them from which they cannot be separated for several years after birth. Elephants are of great value, but cost very little to feed, as they are generally turned loose each night to forage for themselves. Sometimes, however, these great beasts get into a villager's banana patch and a claim is made on the teak loggers for a ruined banana patch.

Once delivered in a creek bed the log has to float the rest of its way to the sawmill. But the journey is not a simple one. Rises in these creeks are short and torrential. The logs either strand or stack up into what we call “jams” in the northern woods of America. To keep the logs moving while the water lasts the elephants must again be resorted to, being ridden into the water, where with their trunks and tusks they roll the stranded logs into deeper water or break up the stacks. Only bull elephants can do this work, as the females have no tusks. Because of this congenital difference the males are worth much more to a teak logger, always provided they do have tusks, for some males have but one and others none.

After the log is started on its journey down a creek years may pass before it finally reaches a main river where there is floating water for several months in each year. Even in the main rivers, particularly in the upper reaches, logs are often left stranded at the end of the summer rains and have to be rolled or dragged back into the channel. The logs float down unattached through the

(Continued on page 48)

Views of a Logging Operation in the Jungles of Burma, India



ALGOMA *the Better* Plywood



We welcome the man from Missouri

This is a message to the man who "has to be shown." There's nothing we should like better than the opportunity of proving to you that Algoma is the Better Plywood. Set your own standards or follow ours. Make your test as rigid as you like, and see if this plywood does not make good.

Our tests are these: *Surface*—permanently smooth, does not require re-sanding. *Graining*—skillfully matched and free from blemish. *Gluing*—uniform and everlasting. *Cutting*—accurate in each dimension to a fraction of an inch. *Delivery*—as speedy as a large, efficient plant can make it.

Be a regular skeptic if you will—but give us one opportunity to prove our case. Order your next plywood from Algoma.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.
 10th and Murphy Streets Des Moines, Iowa

Grand Rapids January Show Will Be Huge

By Staff Correspondent

Preparations are now being made for the biggest furniture season in January that the Grand Rapids market has ever known. The furniture business, like every other, is comparatively dull and yet the demand for space in the January market has long since exhausted all available space in the six big furniture exposition buildings and announcement has been made that the Gilbert block on Monroe avenue is to be converted into a new exposition building to be ready for occupancy not later than December 15 and it is expected that any day will see another announcement to the effect that the McMullen building will be converted to the same purpose, for it is no secret that negotiations are under way with this end in view.

Meantime Grand Rapids factories are still running to capacity and are securing just about enough orders from the men on the road to enable them to continue at top speed. But in order to do this, the salesmen are actually working for the first time in more than two years. The question of whether or not they can continue to secure enough business to keep the factories running at capacity is raised by Martin J. Dregge, president of the Grand Rapids Furniture Manufacturers' Association, in an announcement to the effect that he looks for a reduction in the production of furniture in the near future. In his published statement, Mr. Dregge said this:

"Unless the furniture business picks up there will be less factory employment in Grand Rapids in the late fall and winter than there is at the present time. The only reason employment conditions have been so favorable here that the furniture manufacturers of Grand Rapids were the first in the country to realize the necessity of selling on a cost basis in order to keep the industry moving.

By so doing they have been able to continue operations and so keep their employes at the benches.

No Profit Being Made

"Not a cent of profit has been made by the furniture manufacturers of Grand Rapids since they began at the start of the national business depression to sell on a cost basis. Furniture dealers all over the country jumped to it when we offered them an opportunity to buy at cost but most of them have now so thoroughly stocked themselves that it is unlikely they can continue to supply the orders to keep Grand Rapids factories going at their present rate. If they cannot, there will be nothing left for us to do but to curtail our production and that means the shutting down in whole or in part of our factories."

Mr. Dregge is president and general manager of the Luce Furniture Company and one of the owners of the Grand Rapids Furniture shops and of the Stone-Hoult Furniture Company, three concerns which did perhaps the largest business at the mid-summer exposition.

This road business has been rather fair for most of the Grand Rapids manufacturers and yet the salesmen themselves say they are forced to "sell" every order they take. In the east, particularly, the salesmen report that the retail business, while pretty fair, is all forced, that dealers are putting on sales to bring business to their stores and that should some of these sales fail there would naturally be an immediate stoppage of orders to the furniture manufacturers. That has not yet come and it may not come unless the threatened railroad strike should produce a further paralysis

(Continued on page 40)

THOMAS JEFFERSON WROTE the DECLARATION of INDEPENDENCE

On a Desk Made of Plywood

He did just that; and although the desk may not have had very much to do with it, still we may be forgiven the suggestion that if it had been otherwise constructed, loose in the joints, warped or wobbly—the great document of American Liberty might not read so smoothly as it does, nor its author have composed it so steadily. The Declaration of Independence will stand forever. Good plywood construction is the last word in solidity and permanence.

In order to make first-class plywood, you must have first-class material, first-class labor and first-class equipment—all of this you will find in the plant of the New Albany Veneering Co.,

where only select materials are used and all work is performed by trained and experienced labor using the very latest and most modern type of equipment.

The uses of plywood are increasing by leaps and bounds, and it may possibly be worth your while to remember that ours is recognized as the most complete, the best equipped and the largest plant in America, devoted exclusively to the business of producing high grade Plywood.

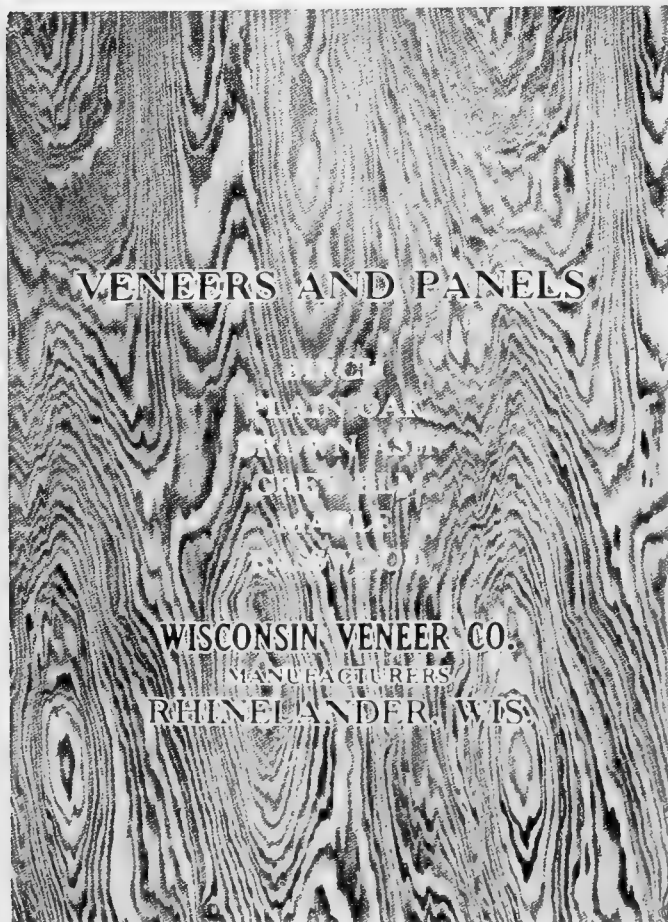


On the Back of Your Veneered
Tops and Panels
Means Guaranteed Quality

New Albany Veneering Company

E. V. Knight Plywood Sales Co.

SALES AGENTS, NEW ALBANY, IND.



VENEERS AND PANELS

WISCONSIN VENEER CO.
MANUFACTURERS
RHINELANDER, WIS.



Sterling Quality

is more than a pleasant phrase of words. It represents all our experience and desire to serve. A sample order will allow us to show you our quality and ability to serve you promptly.

REPRESENTATIVES:

GRAND RAPIDS, MICH. . . F. K. TINKHAM
CHICAGO, ILL. G. M. PALMER
ROCKFORD, ILL. K. E. KNUTSON

Send us your inquiries

Roddis Lumber & Veneer Co.
27 Years at Marshfield, Wis.

(Continued from page 38)

of business. That is something furniture men as well as all other classes of industry are watching fearfully.

On the other hand, as originally stated, the preparations for the January exposition are being carried forward on a larger scale than ever before. In July the six big exposition buildings proved inadequate to care for the demands of the exhibitors. Numerous concerns which desired to show here were unable to secure space in the buildings. Some of them found convenient store spaces to lease for the period but this is not a satisfactory method. Many concerns were unable to show at all and a general demand was made for more adequate accommodations.

New Furniture Exhibit Block

C. O. Skinner, who was the "daddy" of the Manufacturers' Building and of the Furniture Temple, was quick to get on the job. He finally put across the deal necessary to convert the Gilbert block into the seventh exposition building. This building is situated at the head of Monroe avenue in the very heart of the business district of Grand Rapids. It has previously been used as an office building above the first floor while this first floor has most recently been a retail furniture store.

The building is six stories in height, 62 by 120 feet. In the scheme of remodeling for exhibition purposes, the north half of the upper stories fronting on Monroe avenue will continue to be leased for office purposes and the south end of the ground floor will be converted into a modern cafeteria. The balance of the building will be for furniture exposition purposes exclusively. This will give approximately 37,500 square feet of floor space for exposition purposes.

The entire space has already been leased. The entire second floor has been leased for a term of eight years to the Orinoco Furniture Company and the Maxwell-Ray Company, two concerns which make the highest grades of furniture shown in the Grand Rapids market or manufactured anywhere outside of Grand Rapids.

The movement to convert the McMullen building into still another exposition building has been under way since the July show. No announcement has yet been made that these plans have matured but such an announcement is expected at any time. The building is considerably larger than the Gilbert and has for many years been used as a retail furniture store. It is located only a block from the Gilbert and would need practically no remodeling to make it serviceable.

Still again another large building has for some time been under consideration as a furniture exposition building and while nothing has yet come of that plan it may develop if it should appear that the two additional buildings will still be inadequate to meet the demands of those desiring to show in the Grand Rapids market.

It is the disposition of the Grand Rapids manufacturers to continue the manufacture and sale of furniture at as near cost figures as possible and still make certain there is no actual loss. It is by this means that they have kept running during this period of depression and they realize that the time has not yet come in the general run of business when they can advance prices enough to return a profit and still get the business. The January show will, without doubt, show rock bottom prices again, many new designs and an effort to get the business in sufficient quantity to carry them through the balance of the winter in the hope that spring will show a general improvement of business in all lines and give them a certainty of capacity operation henceforth.

Evansville Furniture Maker Marries

Edward Karges, vice-president of the Karges Furniture Company at Evansville, Ind., and Mrs. Evelyn Elles Cook, also of that city, were united in marriage at a hotel in Chicago on Saturday, October 15, and after a bridal tour of several weeks in the east, will go to Evansville to reside. Mr. Karges is well and favorably known to the lumber interests of Indiana and other western states. He is chairman of the executive committee of the Evansville Furniture Manufacturers' Association that arranged a furniture market for that city twice a year.



WHAT does it mean to you as a buyer to have implicit confidence in the source of your most important raw material supply? For instance, all informed buyers recognize the true superiority of northern grown hardwood lumber and veneers—the product in which we specialize. Big customers stay on our books for years because it is easy for them to determine that we never have cut anything but the genuine northern grown logs in oak, walnut, maple, ash and other major species. The same sincerity maintains with our rotary cut poplar offering. And withal is that correctness of manufacture and honesty of contact with customers that has been the bulwark of this business for over a half century. It will profit you to know us better.

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA



MILLS
BALTIMORE - MD

Branch Sales - Offices & Show Rooms: ❦ ❦ ❦

NEW YORK - 709 Sixth Ave. (at Forty-First St.)

CHICAGO - 28 East Jackson Blvd

JAMESTOWN, N. York

HIGH POINT,

N.C.



Quality
VENEERS
in



WALNUT BUTTS ❦ OAK ❦ LONG WALNUT
❦ BURLS ❦ MAHOGANY ❦ POPLAR ❦

The WILLIAMSON VENEER CO

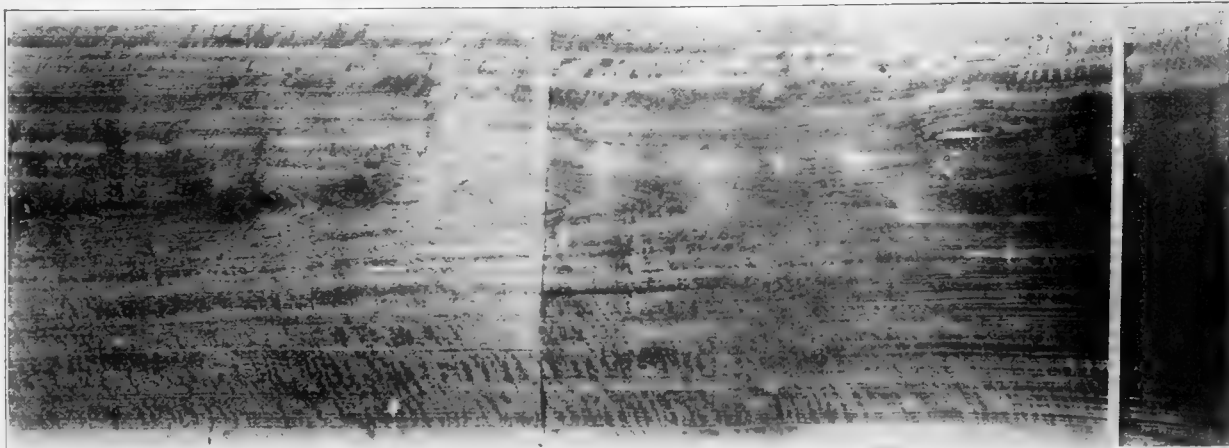
AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN ILLINOIS



WHERE IT IS MADE



Thorough Experience From Logs to Finished Veneers

MAKE your American walnut veneers help your 1921 dividends. You can buy veneers made in an exclusively American Walnut house by an organization schooled in this product alone and backed by a buying power assuring a tremendous selection of quality logs. A constant reserve of from five to seven million feet of well-balanced stock and responsible, conscientious representation in your factory assures the highest efficiency in working your walnut veneers—if you buy from Pickrel.

PICKREL VENEER COMPANY

INCORPORATED

NEW ALBANY, INDIANA



WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.



Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED
LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

Hawke Launches "National Furniture Association"

A new association, which will live its life, whatever that may be, under the resounding title of "The National Furniture Association," has been launched by George S. Hawke, of Cincinnati, O., the attorney and counselor-at-law who but recently achieved wide notoriety for a unique campaign against the misrepresentation of the woods used in the manufacture of furniture.

The object of this new association, according to a statement on the "Membership Application" blank, is: "Truth on the part of manufacturer and retailer in the advertising and selling of furniture; the enactment of good laws for said purpose; an educational campaign to make good furniture popular, and to protect the public from being defrauded through misrepresentation by unscrupulous dealers."

On this same application blank a referendum is taken on the following question: "Are you in favor of a Federal law requiring every furniture manufacturer to place a label on each article setting forth the material used, and providing a punishment for the removal of such label before the final sale to the customer?"

Further details of the plan of organization of the new association are given in a letter, which Mr. Hawke addressed to furniture manufacturers and others, urging them to take out memberships. These details, with the exception of No. 1, which has been quoted, are:

"2. We will incorporate under the laws of Ohio as a corporation not for profit.

"3. No executive or other officer connected with the 'Federation' will receive any salary for his services.

"4. Money needed for the legitimate expenses connected with the propaganda and the activities will be sought by voluntary contributions from the members.

"5. If the plan is at all successful the good results which we

(Continued on page 49)



"Finest"

1903 1921

Plywood Makes Better Furniture

IT is built from carefully selected materials, in a factory equipped with the very latest machinery, where the best and most practical methods of construction are followed. Our men are trained by long experience for the performance of each operation and the utmost care is given to each and every detail of manufacture.

Your use of *"Finest"* Plywood better prepares you to satisfy your trade and will materially help sales by insuring customers not only better furniture, but furniture that is more beautiful in many ways.

Our product is right, service the best, and prices reasonable, so why not try us and see for yourself?

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch grown than that found on our Timber Holdings. Send us a trial order for a crate or a carload, and we are confident you will forward repeaters without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
TRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Coopersage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

'Elephints A-Pilin' Teak'

(Continued from page 35)

rapids and over the falls that infest these rivers until they arrive at a *kyodan* or rope station, where they are caught and lashed together into rafts. The native loggers build palm leaf huts on these rafts and live on them for months while the timbers wend their sluggish way down the rivers to Mandalay, Rangoon or Moulmein.

The Romance of Teak Piling

There is romance in all this; it is the very essence of the slow-moving, mystical Orient. The romantic eye of Kipling, who has done more than any other man to visualize India for the Occidental, caught the romance and the picturesqueness of the handling of teak by the elephants. So moved was he by a scene of this kind that he enshrined it in his immortal lyric, "Mandalay." The

nostalgic British soldier, who, restored to the gloom and drizzle of London, sighed for his Burma girl "by the old Moulmein Pagoda," was made to sing:

"With 'er arm upon my shoulder an' 'er cheek agin my cheek

"We uster watch the steamers an' the *hathis* pilin' teak.

"Elephints a-pilin' teak

"In the sludgy, squidgy creek,

"Where the silence 'ung that 'eavy you was 'arf afraid to speak!"

Burma is a romantic land and teak is writ large in its history. In Ptolemy's map of the world, dating from the Second Century of our era, Burma is marked *Chryse Cherson*, "The Golden Peninsular," and its Indian title is *Souverna Bhumi*, "The Golden Land." This is because of its pagodas, that lift their golden spires all over the country. But strangely the heartwood of the teak tree is a beautiful golden-yellow. The American generally thinks of teak as a heavy black wood, because he has seen the small black fret-work tables from China and been told that they were made of teak. But, as a matter of fact, they are made of rosewood stained.

Teak is light and easy to work and is rivalled in value only by mahogany. The tree is deciduous, is tall, straight and often buttressed at the stem and having a spreading crown. The bark of the stem is grey or a brownish grey and is about half an inch thick. The sapwood is white and the heartwood maintains its golden-yellow hue until it has been long seasoned, when it deepens to brown, mottled with darker streaks.

A remarkable characteristic of this heartwood is the strong aromatic fragrance that it derives from an oily substance. This fragrance does not forsake the wood until it has been cut for an age.

Fragrant Oil Preserves Teak

It is this aromatic oil, rather than its hardness, that is largely responsible for the great durability of teak wood. This oil preserves teak from decay almost indefinitely, even though it may be exposed to the elements for decades. This quality is what has made it so sought after for marine construction. In the days of wooden hulled ships, teak was supreme for this purpose. It was for this reason more than for any other one thing that the acquisitive hand of the British Empire first closed about The Golden Peninsular. Britannia had to have teak for her ships, so she took Burma in the three Burmese wars. At the close of the first Burmese war in 1826 Tenasserim was annexed because it was supposed to contain large supplies of teak; and the third war—1885—was the direct result of trouble with a British forest company.

Teak is used, however, for many other purposes than ship building; in fact, for almost every purpose that other hardwoods are used. It is employed in the construction of railroad cars, furniture and buildings, especially is it used throughout India for furniture and buildings, temples in particular. Its reputation for indestructible permanence led to its use in Indian temples thousands of years ago, long before the white invader cast his lustful eyes upon the land and enslaved it. Teak has been found well preserved in temples in Salsette and elsewhere in western India that have been standing for 2,000 years. In 1811 some Americans puttering about a palace of the Persian kings near Bagdad, which had been pillaged in the Seventh Century, found pieces of Indian teak perfectly sound. Also, in an old building in the ruined city of Vijayanagar on the banks of the sluggish Tungabhadra in Southern India, it was found that the superstructure was supported by planks of teak wood 1½ inches thick, which were still good after 500 years.

Teak is said to resist not only the decay of time and the insidious attack of insects, but even fire. On many occasions teak beams have gone through big fires and come out only charred while steel crumpled from the heat.

Victor Worland has resigned his position with the Evansville Veneer Company at Evansville, Ind., and it is not known what plans he has for the future. He has been in Evansville for a number of years and is a first-class veneer man.

(Continued from page 46)

anticipate will be largely realized within a period of the next two years."

Mr. Hawke further states that:

"As soon as we are properly organized and ready to function, we will investigate some of these advertisements of furniture, for instance, and if the advertisement misrepresents and the salesman does likewise to our investigators, we will make purchases and take court action, not with the view of bringing thousands of similar actions all over the country, but with a view of establishing precedents and bringing the matter forcibly to the attention of the buying public and the dishonest merchants. There are a number of ways in which we can take action, either under the various advertising laws or through the Federal Trade Commission, etc.

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

**MUNISING WOODENWARE CO.
MUNISING, MICH.**

GEO. L. WAETJEN & Co.

PROMPT SHIPPERS

Plywood and Veneer

A PARTIAL LIST OF VENEER

SHEET STOCK

Poplar . . .	1/20", 1/16", 1/8", 3/16" & 1/4"
Unsel. Gum	1/8"
Red Gum	1/8"
Red Oak	1/8"
White Oak	1/8"
Birch	1/20", 1/16" & 1/8"
Sawn Qtd. White Oak . .	1/20", 1/16" & 1/8"

WE MAKE PANELS TO YOUR SIZES

ALSO

Carry a large quantity of stock sizes for
immediate shipment

Are you receiving our lists?
Kindly write for same.

MILWAUKEE WISCONSIN
110-120 REED STREET

"CASCO"

WATERPROOF GLUE

MIXED COLD—USED COLD

Simple to prepare—can be applied with your present equipment. Comparative tests have convinced thousands of manufacturers of the merits of "CASCO" for jointing and veneering, both from the standpoint of quality and cost. Why not let us tell you about it?

The Casein Manufacturing Co.

Manufacturers of Casein Glues for twenty-five years

15 PARK ROW, NEW YORK CITY, N. Y.

NOTE—Send for "CASCO" Red Book. It contains much information on glue, veneer and panels.



THE real test of a Veneer dryer is to use it. If its use shows conclusively that it turns out the best veneer with a minimum of trouble and expense, the first cost is soon forgotten. The illustration shows one of the two large

COE VENEER DRYERS

in the plant of the Wheeler Osgood Company, at Tacoma, Washington. They bought their first Coe in 1912. After extensive use of it (also other methods of drying), they bought their second Coe last year. We can refer you to many other similar cases.

THE COE ROLLER VENEER DRYER IS NOTED FOR: ITS SATISFACTORY SERVICE;
ITS LABOR SAVING; THE HIGH QUALITY OF ITS PRODUCT

We build all the machinery for a veneer mill

The COE MANUFACTURING CO. PAINESVILLE OHIO, U. S. A.

“Louisville” Figured Red Gum for Furniture, Interior Paneling, Etc.

Since 1911, “LOUISVILLE” Figured Red Gum Veneers and Plywood have occupied a prominent place among high-grade cabinet woods.

As pioneers in the development and exploitation of Figured Red Gum, we realized the necessity of training our organization to an extraordinary degree—from the tree to the finished product.



Only the choicest trees are cut into “LOUISVILLE” Figured Red Gum Veneers—so manufactured that the best figure is developed.

Our Slicers are not operated for quantity production. They must produce only smooth, tight-cut veneers.

Every detail of manufacture is measured by the standard that will insure full satisfaction to the consumer.

*Large Cutting Just Completed
From Fresh Cut Live Timber.*

*Choice Selections and
Right Prices Are Assured.
Samples on Request.*

The Louisville Veneer Mills

Nationally Known as “Headquarters” for Figured Red Gum Products

Louisville, Kentucky

(Continued from page 34)

J. B. Montgomery & Co. of this city report that general business is quite a lot improved, especially in industrial lines. Mr. Montgomery says that oak has been a rather slow seller until very lately, but there are more prospects of good sales now on account of the industrial revival.

The Johnston Lumber Company reports quite a lot of business in oak and believes that building from now on will pick up steadily. This company has been largely interested in some hardwood operations in Butler county, but is laying off this winter until the market is more normal.

BALTIMORE

With the death on October 13 of John Dittmar, founder of the firm of John Dittmar & Sons, one of the most unique figures in the lumber trade of Baltimore has passed away. Mr. Dittmar, who came to this country in 1876 from Germany, conceived the idea of building up a business in unusual wood turning and millwork. He began to make the big wooden balls for ten pin and dock pin alleys, and he gave special attention to the production of many other things not to be obtained in the average establishment. He was an expert in cabinet and interior work, and his establishment grew in importance and made him a well-known figure.

G. F. Chambers of the Kendall Lumber Company, of Hutton, W. Va., and Kendall, N. C., stopped in Baltimore about a week ago in the course of a trip through the eastern territory. He expressed the belief that a marked improvement has taken place in the trade, with buyers more ready than they were to place orders and with prices rather firmer. Mr. Chambers makes his headquarters at Newark, N. J.

Another caller was C. A. Eakin of the Eakin Lumber Company of Weston, W. Va., who saw some of the hardwood men here and expressed himself encouragingly about present conditions as well as the outlook.

Charles Herz of the Bencoe Lumber Company of 82 Wall street, was in Baltimore about ten days ago to confer with Harvey M. Dickson, secretary of the National Lumber Exporters' Association, in regard to some foreign shipments which he has made or holds in contemplation.

CINCINNATI

The Ward-Brock Sash & Door Company will increase its manufacturing space 100 per cent through the purchase of a five-story brick building on the east side of McLean avenue, between Richmond and Court streets. The deal, which involves \$40,000, will give the company a new plant much larger than the space now occupied by the mill. The building originally was used in the manufacture of desks, and after the Knabe Bros. Company, piano manufacturers, closed their plant in Norwood, O., its uncompleted material was shipped to the McLean avenue property, where the Morrison-Waters Piano Company, since succeeded by the Smith-Nixon Corporation, Chicago, assembled pianos.

Frank Haass of the Frank Haass Lumber Company has returned from points in Kentucky and West Virginia, where he looked up some shipments from mill connections. Mr. Haass said that the mills are working 50 per cent more help than two months ago when he visited that territory.

The saw mill of the L. P. Clemens Lumber Company, between Goshen and Milford, O., was destroyed by the explosion of a dynamite bomb placed in the structure by some unknown persons. The explosion tore the mill to pieces and left an immense crater where it stood. Bloodhounds trailed a party of men to the side of a road, where the imprints of tires showed that an automobile had been turned around.

In one of the most daring daylight hold-ups staged here for several months, four bandits escaped with \$5,000, the weekly payroll of the J. A. Fay & Egan Company, woodworking machinery manufacturers, Front and John streets. The bandits escaped in an automobile after they struck down the paymaster, William F. Emerich. Thirty minutes before the robbery the money had been placed in envelopes for 200 employees, only half of the plant.

James W. Hale of Cincinnati, member of the partnership of the Menzies-Hale Lumber Company, with offices in the Union Central building, has filed suit in the United States District Court, seeking appointment of a receiver to take charge of the company's business and for an accounting and judgment on claims he makes against his partner, Stuart Menzies of Indianapolis. The business was started in December, 1917, with an agreed capital of \$60,000.

Miss Margaret Crane, daughter of Charles Crane, general manager of the Crane Lumber Company, was killed when an automobile which she was driving and belonging to her father, crashed into a concrete wall near the lumber company's mill. Miss Crane was on her way home from school when the accident occurred.

S. P. Egan, president of the J. A. Fay & Egan Company, manufacturers of woodworking machinery, has announced that the corporation had given up any plan of constructing its new plant, other than at the southwest corner of Paddock road and the Baltimore & Ohio Southwestern and the Norfolk & Western railroads in Bond Hill, and that work would begin on the improvement soon after January 1.

E. H. Ward, secretary of the Dwight Hinckley Lumber Company, who has returned from a business trip through Louisiana, Mississippi and Alabama, where he placed orders for hardwoods and other woods, said that business in these states has picked up considerably since the increase in the price of cotton.

Provisions for the future extensions of the Cincinnati Coffin Company

were made when the corporation acquired two parcels of real estate adjoining its plant on Carr between Richmond and East streets. The parcel of ground on the west side of the plant facing Carr street will be used as a lumber yard, officials said.

INDIANAPOLIS

Approximately 300 furniture manufacturers and retailers attended a luncheon recently in Indianapolis at which a general plan to educate the public in buying furniture and properly decorating a home was discussed. C. A. O'Connor, president of the Indianapolis Furniture Manufacturers' Association, presided, and the plan was explained by Robert L. Jordan of Chicago, direction manager of the publicity bureau of the National Furniture Dealers' Association, under the direction of which organization the campaign will be conducted.

The bureau, although still in its infancy, proposes to spend from \$1,000,000 to \$2,000,000 in carrying out the campaign. A paid teacher will visit the schools to lecture on the interior decorating, and the bureau will also carry the campaign to the women's clubs. Following the luncheon the manufacturers and retailers were invited by George H. Gilar, president of the Indiana Furniture Retailers, to attend the Indianapolis industrial exposition.

One of the most improved and up-to-date planing mills will be opened soon in Terre Haute, Ind., by the Dix Lumber Company, which has operated a hardwood floor manufacturing plant for the past year. The new department will employ over sixty men when operating at full capacity. J. D. Palmer of Chicago, will be placed in charge of the new enterprise, assisted by C. E. Connelley, acting as superintendent in the mill. The company recently purchased all of the machinery of the A. Dale Houff plant and with the additional pieces of machinery the planing mill department of the Dix company is equipped with over \$30,000 worth of machinery. The machinery is to be housed in a plant approximately 80 by 120 feet and three large kilns capable of holding ten carloads of lumber will be included in the planing mill department. Several other smaller buildings and loading platforms will be utilized by the new mill.

Richmond Casket Company's employees' picnic which was held at Jackson park, Richmond, recently, proved to be one of the most successful and largest affairs of its kind ever attempted by the factory.

According to Dwight S. Ritter, city purchasing agent, the price of bridge lumber within the last three months has dropped several dollars a 1,000 feet. The city purchases about 30,000 feet a year. When lumber was at its highest price the city paid \$48.50. At the beginning of the present city administration bridge lumber could be bought for \$35 a 1,000, and a recent lot cost \$38 a 1,000.

EVANSVILLE

Harry Ruhe has purchased the interest of Edward Weyer in the sawmill and lumber business at Ferdinand, Ind., and will conduct the same. The sawmill is now in full operation.

The shipping of the war surplus of hames from France to the United States is the cause of the shutdown of the plant of the Kelsay Hame Company here, according to Roy Kelsay, the manager. This is the first time in many years that the plant has been closed.

At a hearing in the Sullivan county circuit court at Sullivan, Ind., a few days ago the National Bank of Sullivan was appointed receiver for the Mutual Truck Company of that city upon petition of creditors. The liabilities of the company are about \$85,000.

William I. Francis, of the Wemyss Furniture Company, and Robert Black, of the Evansville Furniture Company, have been granted a patent on a new ball-bearing table for hand saws. The improvement is said to minimize the labor of feeding timber over the smooth flat table and relieves the saw of the strain.

MEMPHIS

R. M. Carrier, president of the American Hardwood Manufacturers' Association, J. M. Pritchard, secretary-manager, and R. L. Jurden, of the executive committee, are in Knoxville where they are attending the annual of the Appalachian Logging Congress.

A meeting of the executive committee of the association was called for Knoxville during the convention of the logging congress but the full membership from Memphis did not go. James E. Stark, S. M. Nickey and J. W. McClure, all of this city, found it impossible to leave Memphis to attend this meeting.

The Southern Hardwood Traffic Association states, in a letter just issued to its members, that it does not believe the threatened railroad strike will materialize. It points out, however, the likelihood of embargoes and consequent tie-ups in traffic and it urges members that, wherever possible, cars should be billed through to destination and that extreme care should be used in billing cars to reconsigning points.

The Alexander Bros. Lumber Company has made no announcement regarding its plans for the future in connection with its band mill on the Parkway, in South Memphis, which was completely destroyed by fire Saturday morning, Oct. 15. The loss is placed at \$50,000, fully covered by insurance. This mill was part of a chain of such plants operated by this firm at Memphis, Belzoni, Miss., and Junka, La. All the lumber on the yards was saved. The fire is believed to have originated from a spark from a passing locomotive.

Carl D. Hendrickson, who was an active member of the hardwood lumber industry here for a number of years, but who had to leave Memphis because of ill health, has returned to Memphis. His health is better and it is understood that he will re-enter the wholesale hardwood lumber business. His old firm was the C. D. Hendrickson Lumber Company.

The government has attached its signature to the agreement with the City of Memphis whereby the former is to provide the latter with \$450,000 for the construction of car-load river terminals here. The city has provided the necessary site and rail connections and it is stated that work on the new terminals will begin shortly after the first of the new year. Lumbermen are very much interested in the proposed terminals because the latter will make it possible for them to utilize the river for handling shipments of logs and lumber at rates 20 per cent below those charged by the railroads. S. B. Anderson, head of the Anderson-Tully Company, is a member of the River Terminal Commission which will have charge of the construction and administration of the new facilities.

J. H. Hines, president of the Lumbermen's Club of Memphis, is just back from a business trip to Chicago. He says that consumers of hardwood lumber are quite active and that the outlook for a large business and better prices is quite good.

Frank May of May Brothers, who has been in a sanitarium in Denver, Colo., during the past two months, returned to Memphis October 17. He is much improved in health and has the same keen joy in living which has always characterized him.

W. R. Foley, vice-president of the Chickasaw Cooperaage Company and the Pekin Cooperaage Company, who has heretofore had his headquarters in New Orleans, has moved his family to Memphis and will reside here in the future. This announcement is made by Walker Welford, general manager of the former company and an official of the latter.

C. B. Allen, president of the Allen Eaton Panel Company, has gone to Detroit for a conference with Henry Ford regarding the disc auto wheel, made with laminated wood, which the former recently invented and patented. Mr. Allen made the trip in response to a telegram from the automobile wizard.

The E. Sondheimer Co. of Memphis, Tenn., has purchased the saw mill and mill site of the Weis-Patterson Lumber Company, at Alexandria, La., which consists of twenty-eight and a half acres of land, with a yard holding 10,000,000 feet of lumber; an eight-foot band mill, with resaw, planing-mill, lathe and shingle mill.

The company will remodel this mill, and expects to get it in operation shortly after the first of the year.

This mill will cut the timber off the 16,000-acre tract of land, which the company has owned for some years, in Avoyelles and St. Landry Parishes, La., comprising about 100,000,000 feet of cypress and hardwoods, fifty per cent of which is the finest quality of Louisiana red cypress.

LOUISVILLE

D. E. Kline, of the Louisville Veneer Mills, who has been reported as seriously ill, is now reported to be improving rapidly, and is expected to be fully recovered in a short time. H. E. Snyder, of the same company, has also been away on account of illness.

Marc Lewis Wymond of the Holly Ridge Lumber Co., ran into just about as much bad luck as can befall a man on his wedding night. Following a reception after the wedding Mr. and Mrs. Wymond were driving back to the bride's home for her grip, when at an intersection his heavy car crashed into a Ford Sedan. For a time it was thought Mrs. Wymond would die as a result of a deep cut in the throat. She is reported as nearly out of danger. Mr. Wymond was also badly cut and sent to the hospital. Two women in the Ford car suffered severe injuries and are also in the hospital. The honeymoon trip has been indefinitely postponed.

Walter Cummock of the Roth Lumber Co., has become head of that concern, following the retirement of John C. Graham. The company plans to rebuild some sheds and other buildings which were burned a short time ago at the yards.

ST. LOUIS

On October 8 during the investigation being conducted by Attorney General Barrett to determine the legality of the St. Louis Lumber Trade Exchange, Geo. L. Walters, secretary treasurer of the Mound City Lumber Company, testified that at one time the Exchange was going to bring a friendly suit against the Heim Lumber Company after that company had withdrawn from the Exchange out was not certain that the legality of the Exchange's practices would be sustained by the courts.

In defense of the Exchange, Richard E. Gruner, president of the Phillip Gruner & Bros. Lumber Company, testified the Exchange was formed to put an end to unethical practices among lumber dealers. He said these unethical practices included short measure, substitution of grades and practices of contractors in "playing" one lumber dealer against another with the resulting sale of lumber below cost.

Leo F. Ganahl, lumber purchasing agent of the St. Louis Car Company, a witness for the Exchange, testified that before the Exchange was formed and as late as 1917 Lumber dealers robbed home builders by short measure

and substitution of inferior grades. Mr. Ganahl is a brother of Adolph Ganahl, president of the Fred Heim Lumber Co. and he told Attorney General Barrett on cross examination that he and his brother had nothing to do with each other at this time, for personal reasons.

August J. Lumer, purchasing agent in the office of the City Supply Commissioner, testified that bids on lumber were uniform but said also that bids on other materials such as iron pipe were also uniform. He said at times he allowed firms to toss a coin to see which one would get an order so he could not be accused of favoritism.

NEW ORLEANS

The hardwood mill of Faust Brothers Lumber Company at Crew Lake, near Monroe, La., is to resume operations on November 1, according to announcement within the past few days of B. M. Wakefield, who is secretary, treasurer and general manager of the company. The mill has been down about eight months. Mr. Wakefield admitted that there was at present scarcely anything in the hardwood market to justify resuming operations, but he stated he was doing so with the optimistic belief that the time has arrived for a drop in freight rates and that he further believes the market will undergo a big change before the beginning of the New Year.

Another plant in the Monroe, La., district, making preparations to increase its operations is that of the Interstate Cooperaage Company, which recently has purchased 1,000 acres of splendid timber, in Morehouse parish, twenty-five miles North of Monroe. The company already has begun preparations for extending its logging operations into the tract and it proposes to place its plant on a night as well as a day shift.

Louisiana lumber manufacturers are proving themselves truly philosophical as well as patriotic over the wrangle before the General Assembly in session at Baton Rouge concerning the severance tax on the state's natural resources. The tax hits the lumbermen for upward of \$1,000,000 now and a strenuous attempt is being made to increase it from the present two to three per cent. The tax was agreed upon at that figure at a conference between Governor Parker, the lumbermen and other natural resource people. They agreed not to fight the tax proposed by the governor on condition it should not exceed two per cent. They played hands off at last year's legislature, the law was passed and now the present legislature is trying to increase the tax to three per cent. The governor is standing by his "gentlemen's agreement" with the lumbermen and the question has been also raised, under a new constitution enacted this year, that the change will necessitate a constitutional amendment, obtainable not earlier than November of 1922. The question still is being agitated bitterly before the legislature, however, with the governor's opponents flaying him for "bartering away the people's right to the corporations," etc.

The hardwood department of the Louisiana Red Cypress Company, New Orleans, will be transferred to Memphis, Tenn., according to announcement by Chris A. Walker, manager of that department. Mr. Walker stated the change would be made in order to place his department in closer touch with certain big operations the Louisiana Red has contracted with to supply its hardwood needs.

The James W. Callahan Lumber Company, who own a vast tract of hardwood timber near Mermentau, La., have just begun the operation of their new mill there.

The White River Land & Lumber Company, Augusta, Ark., has placed its hardwood mill in operation again within the past few days, after being down ever since last Spring.

The Smith Dameron Lumber Company, has just started its plant, the only one of its kind in the city, on Carrollton avenue. The machines are operated by individual electric motors and the plant is engaged in the manufacture of hardwood flooring and mouldings and hardwood apparatus incidental to the handling of hardwood lumber.

The Penn-Jarratt Lumber Company, Marianna, Fla., has appointed the Phil Marx Lumber Company, New Orleans, as its sales representative for the New Orleans territory.

The Alexandria (La.) District Lumbermen's Exchange, comprised principally of pine manufacturers, but including a number of leading hardwood men, also, held its October meeting at the Lumbermen's Club, Carondelet and Union streets, New Orleans, Saturday, Oct. 15, with approximately thirty leading delegates from upstate in attendance.

The meeting was short and snappy, consisting of a luxurious repast and a couple of hours discussion of various timely topics facing the lumber manufacturing industry, the delegates apparently being in the mood to "take in the town" as well as to talk business.

The program was informal, Fred Miller, chairman of the day, declaring he would call upon various delegates at random for something to say "for the good of the industry." James G. Simpson, a Lake Charles, La., lumberman and supreme jabberwack of the Concatenated Order of Hoo Hoo, delivered a beautiful panegyric on the merits of that organization and outlined to the meeting plans for the big concatenation which the order will hold at Lake Charles, November 19, and which he insisted all should attend.

The various talks on the market outlook were all of an optimistic turn, various hardwood spokesmen predicting that their branch of the lumber industry doubtless will not be much longer in hitting a stride similar to that now characterizing the pine trade.

Lake Charles was selected as the next meeting place, which was set for Thursday, November 19, so as to coincide with the Hoo Hoo meeting there. C. B. Moudy, of Lock, Moore & Co., Westlake, La., was named on the committee of the exchange.

WISCONSIN

The Brewer Manufacturing Company of Manitowish, for fifteen years manufacturing fine furniture for the home, as well as piano benches, optical fitting tables and other specialties, is erecting a new factory, 30 by 90 feet in size, to be ready about November 1. All machinery will be equipped with individual electric motor drive, current being derived from the municipal plant. The front of the factory will contain display rooms for local merchandising.

August J. Stange of Merrill, one of the most prominent lumbermen in Wisconsin, has recently moved his residence to LaGrande, Ore., in order to exercise personal supervision of the management of the Mount Emily Timber Company, in which he is a principal stockholder and officer. The branch office of the Mount Emily Company at Merrill will be continued.

Articles of incorporation have been filed in behalf of the Great Lakes Lumber Company of Milwaukee, organized with \$5,000 capital by Frank A. Waters, L. B. Keene and F. W. Jones to do a wholesale and retail lumber business.

The Sawyer-Goodman Company of Marinette, which has maintained a sales office in Chicago for a long time, under the name of Kenneth Goodman Company, has converted the office into a direct factory branch. Accordingly the concern has applied for and been granted a charter in Illinois as a foreign corporation. The capital stock is \$500,000, of which \$18,000 is employed in the Illinois business. The branch office is situated at 708 Railway Exchange Building, Chicago, with H. S. Butts as representative and branch manager.

The Oelhafen-Mondeau Company is the name of a new corporation organized at Tomahawk, with a capital stock of \$150,000, to conduct logging and lumber manufacturing operations in northern Wisconsin. The incorporators are Andrew Oelhafen, Arthur R. Oelhafen and L. A. Mondeau, all well-known figures in the Northern hardwood industry.

The Ellis Lumber Company, 881 Clinton street, Milwaukee, which sustained an estimated loss of \$75,000 to \$100,000 by fire on October 4, has been granted a permit to rebuild its factory and warehouse, the dimensions of which will be 100 by 150 feet, as before. The concern is a large manufacturer of porch swings, lawn furniture and does an extensive wholesale lumber business. A. G. Ellis is president and general manager.

The Strand Ski Company of New Richmond, specializing in the manufacture of skis, snowshoes, etc., is working on overtime schedule to fill orders from all parts of the country and Canada. Nearly fifty men are employed and the factory is so overcrowded that the concern expects to build an addition for manufacturing and warehousing.

The LaCrosse Washer Company of LaCrosse, which ceased production early in 1917, due to the outbreak of the war, has determined to re-engage in active business and will reopen its factory January 1, on a schedule of about ten machines a day. The concern has nearly 3,000 washers in operation in the middle western territory and proposes to seek business throughout the national and export fields.

The Universal Toy Manufacturing Company is the name of a new Milwaukee corporation organized with a capitalization of \$50,000 by Stephen Park, Jr., George F. Hayden and H. H. Hering, all of Milwaukee.

William H. Schmidt & Sons Company, Wauwatosa, manufacturers of interior finish, sash, doors, millwork, etc., is building a two-story addition, 55 by 75 feet, of brick and mill construction, to be used for manufacturing and storage purposes.

The Rust-Owen Lumber Company of Drummond has let contracts for the erection of a new building to be occupied as offices for the company and the State Bank of Drummond.

The Ke-No Company, Sheboygan, Wis., manufacturer of furniture novelties and hardwood products, has plans for a \$50,000 factory addition at Pennsylvania Avenue and East Water street. Work will start at once and the new facilities will be ready for use before the close of the year.

H. J. Kankrud and Michael Jorgenson of Nelsonville, who have been operating a small mill and retail yard for several years, are expanding the plant by the erection of a fireproof building, 30x48 feet, which will also provide planing mill facilities. Most of the equipment will be derived from the former mill of the Northland Lumber Company at Nelsonville, acquired recently.

The Northern Woodenware Company of Crandon has recently completed important improvements and enlargements. The entire mill drive has been changed to individual electric motors, deriving current from a new steam power plant installed in an addition to the mill.

Otto Rauchschiwalbe & Company, 1019-1021 Tenth street, Milwaukee, are building a new interior woodworking plant and cabinet factory, 45 by 120 feet, on Thirtieth, north of Burleigh street. It will cost about \$20,000 with complete equipment.

The Manitowish Church Furniture Company of Waukesha, which has been engaged in the enlargement and improvement of its factory for several months, is now starting on a power plant addition and making inquiry for a new engine and generator of increased capacity.

The P. B. Yates Machine Company of Beloit, originally known as the

Berlin Machine Works, manufacturing woodworking machinery and equipment, has completed a large new foundry erected at a cost of nearly \$150,000. This will enable the company to greatly expand its production, the machine shops having undergone material expansion in the last two to three years, making larger foundry capacity necessary.

The Columbia Novelty Company is a new institution established in Portage to manufacture a line of diversified specialties, including lumber calculators, highway maps, patented menu cards, directory cards, etc. It has started production and its salesforce is now covering the East and South. A large mail order demand is reported for its products.

Andrew Nelson, formerly superintendent in the body department of the Mitchell Motors Company at Racine, and Christian Hansen, also of Racine, have formed a partnership to engage in the manufacture of automobile and motor truck bodies, cabs, etc. A factory building, 60 by 75 feet, is being erected at 944-946 Washington avenue and will be ready about December 1.

The factory of the Folsom Miller Company at Markesan, manufacturing domestic washing machines, has been taken over by a new corporation styled the Runnels-Cummins-Emery Company of Milwaukee, organized with a capital stock of \$100,000. The new owners will resume operations at once. The principals are D. E. Emery, Charles Cummins and Paul Runnels.

Articles of incorporation have been filed by the Hales Timber Company of Milwaukee, capitalized at \$150,000 to deal in timber, lumber, lumber products, etc. The incorporators are DeWitt V. Hales, Wauwatosa; DeWitt Van Ostrand and J. K. Johnson, 775 Fifty-sixth street, Milwaukee.

The Brooks & Ross Lumber Company of Schofield has started work on the construction of a new concrete power dam to serve its hydroelectric generating system, in place of the old dam built in 1845, when the first sawmill was established on the Eau Claire River at this site. The Brooks & Ross Company has operated the mills since 1883. At the completion of the dam, some improvements will be made in the power plant and factory and mill drive.

The Eau Claire Wood Products Company has been incorporated with a capital stock of \$100,000 at Eau Claire, by S. R. Davis, W. J. Carpenter and H. S. Strandness. According to Mr. Davis, an announcement detailing the aims and objects of the new corporation will be made somewhat later.

The Bertram-Wright Lumber Company of Minneapolis, Minn., operating twenty-seven line yards in Eastern Minnesota, Dakota and Northern Wisconsin, has opened its twenty-eighth yard at Bruce, Wis. It will be under the management of Fred Apker, who heretofore was in charge of the branch at Weyerhaeuser, Wis. At Bruce a warehouse, 56 by 120 feet, and an office, 20 by 30 feet, are under construction.

The Rib Lake Chair & Manufacturing Company is the name of a new corporation organized at Rib Lake, with a capital stock of \$25,000, to take over the entire business of the Rib Lake Wood Products Company. Four expert furniture men are behind the new concern, which will extend the line of products to include dining room, parlor and kitchen chairs and other high grade furniture and hardwood specialties.

The Waukesha Manufacturing Company of Waukesha, maker of cedar chests and other furniture specialties, has executed a trust agreement in favor of a board of five creditors, who will continue the business pending a more definite financial arrangement. Unsecured creditors are represented by A. J. Wetzel of the John Schroeder Lumber Company, Milwaukee; M. R. Bulgren, of the R. Connor Company, Laona, and several in other lines. It is stated that the assets are worth \$85,000 and the liabilities amount to \$83,000.

The Dependable Baggage Company of Stanley, which recently passed into the management of Frank S. Grubb, has completed rebuilding operations and is in regular production once more. The factory was badly damaged by fire several months ago. The buildings have been reconstructed and new dry kilns added. Fifty operatives are employed. In addition to making fifty five distinct styles of trunks and bags, the concern also makes trunk panels and slats for the general trunk trade and has added a new warehouse accommodating from five to six carloads of such material.

The Scott & Taylor Lumber Company of Ashland is contemplating the establishment of a new department for the quantity manufacture of a new design of refrigerator or ice-box for the home, with larger sizes for lumber camps, sawmill refectories and stores, meat markets, etc. John Beck of Ashland, designer of the refrigerator, has been granted letters patent.

William F. Herman T. and Raymond W. Rediske, principal owners and officers of the Interior Woodwork Company, 519 Park street, Milwaukee, have taken over lumber and building material yards in St. Francis and Cudahy, suburbs of Milwaukee. They will operate under two new corporate forms, one being the Cudahy Lumber & Supply Corporation, with \$75,000 capital, and the other, the Badger Lumber & Supply Co., with \$100,000 capital.

The Merrill Wood Products Company, Merrill, is completing important improvements in its plants to handle several big contracts, including one for paper roll plugs from the Andrew Kaul, Jr., Company of Merrill, manufacturer of hubs, spokes, fellows, etc. The plugs will be made from waste from the Kaul hub factory. The Merrill Wood Products Company has built an addition and installed a self-feed rip saw, a cut-off saw, a new automatic lathe and individual electric motor drive. The material used for making the plugs is maple, soft maple and birch, and usually comes in 37 inch lengths, 5 inches in diameter. Edges will be used for crating stock.

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

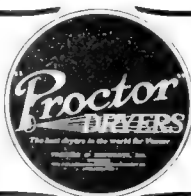
DELTA HARDWOODS

WHILE THE OTHER FELLOW
HESITATES, YOU MAY GUARANTEE
THE QUALITY OF YOUR HARD-
WOOD LUMBER SUPPLY BY GET-
TING IN TOUCH WITH OUR SALES
DEPARTMENT. OUR OPERATIONS
ARE BACKED UP BY AN EXPERI-
ENCED PERSONNEL WITH QUALITY
AS ITS WATCHWORD. BUY NOW
AND SETTLE THE QUESTION OF
YOUR SUPPLY OF RAW MATERIALS
WHILE YOU CAN GET THE BEST.

DON'T WAIT! ACT TODAY!

QUALITY
AND
STABILITY

Double Band Mills
|| Arkansas City, Ark.



The Park Falls Lumber Company of Park Falls, one of the largest units of the Edward Hines group, is making an important logging railway connection to connect its mills with timber tracts acquired within the last year or two. It will be from Loretta, near Draper, in Sawyer county, to Grand View, in Bayfield county, about forty miles, compared with approximately 135 miles required to be traveled by present all-rail connections.

The Rhinelander Boat Company, Rhinelander, has completed its summer schedule on canoes and rowboats and will run its plant during the winter on cedar chests and similar furniture specialties.

The Hardwood Market

CHICAGO

There has been a marked increase in the size of hardwood lumber orders being secured in this market during the past fifteen days. In fact, the orders average larger than any that have been secured at any other time of this year. There is no doubt of the increased strength of the market for both southern and northern hardwoods of the upper grades, and this has been accompanied by some worthwhile advances in price. The advance in FAS birch has been particularly good—estimated at about \$10 on the thousand. However, while the increased demand and increased scarcity of FAS and No. 1 common grades is gradually pulling up the demand for the lower grades of hardwoods, there has been no general improvement in prices for these grades.

NEW YORK

Improvement in the hardwood business in the Metropolitan district has been especially noticeable in the past few weeks. Buying on the part of furniture manufacturers has taken on new life and in the face of stiffer prices orders have been coming in recent days at a satisfactory pace.

W. E. Van Wert, New York Manager of the Emporium Lumber Company, says: "Prices are fluctuating, with the market for high-grade lumber especially strong. Business has been improving right along. No. 1 and No. 2 Common are moving fast. No. 3 is not going so well. I believe business is on a better basis than for a long time. We are getting on shore of the business and expect to continue to gain as the winter season advances."

BUFFALO

The hardwood market shows fair improvement, though many large consumers of stock are still carrying supplies bought some time ago. The talk of a railroad strike is not creating any great scare among buyers thus far, for they are not generally of the opinion that it will take place, or that it will last long if it does. The effect of a strike would doubtless be to make a call for stock from Buffalo yards, particularly in near-by territory, and to bring into service the motor truck, which played an important part during the war period in getting hardwood lumber to points which were under railroad embargo.

Prices in the better grades continue to show strength at the mills, though no great advances have taken place in local yards. High-grade lumber is getting scarce and dealers say that common lumber ought soon to have an advance, because it will be more generally wanted as a substitute for what is unobtainable or too high-priced. The list of woods most in demand covers oak, red gum, birch, poplar and chestnut.

PHILADELPHIA

The entire outlook of the lumber trade in and about Philadelphia has changed for the better during the past few weeks. The pessimism of the summer has gradually given way to an optimism that grows stronger each day. Even in localities where but little change in the real situation is discernible the spirit is optimistic.

Hardwoods have recently begun to feel the upward pull. Demand has been strengthening since the first of August. The activity, however, has been mostly in common and better grades. Good chestnut and poplar are scarce. Oak, for some reason, did not respond at first, but there has been a very satisfactory volume of business in that item during the past three or four weeks. Prices on all of these woods are advancing, without adversely affecting the demand. Basswood, birch and ash are also in stronger demand but only in limited amounts.

The export trade is still quiet. There has been very little if any lumber exported from the port of Philadelphia for months; but recently there have been signs of revival. Local exporters are showing more interest, and are beginning to buy, although cautiously. There is a feeling, however, that this business will get better.

The furniture trade is still very quiet, and doing very little buying. Occasional orders are placed, but only for immediate requirements. There is a feeling, however, among this trade, that the near future will see considerable improvement.

Low grade hardwoods, except in a very few instances, are still slow, so slow, as to be practically at a standstill. The one exception is the Anthracite Coal trade. The demand here, while not as strong as at times, has been quite satisfactory; and when compared with demand in other localities, very satisfactory.

Recently there have been signs that the local industrial situation is improving, and the result has been that there has been more call for crating and boxing. There is still room for much improvement, however. Prices on this class of lumber are ridiculously low, and in most instances represent heavy loss to the manufacturers; and were it not that the movement of this stock freed necessary room at mill points this same stock might better have been left in pile.

The whole situation, however, is better much better in fact and there is a feeling hereabout that the improvement of the past sixty days will continue, and that if the threatened railroad strike does not materialize, business during the fall and winter will be very satisfactory.

PITTSBURGH

Hardwood men are feeling a whole lot happier because of the big building boom which has struck Pittsburgh again. More than \$15,000,000 of building has been brought out of the pigeon holes since September 15. This is all in big buildings costing from \$500,000 to \$2,000,000 each. The movement in smaller building projects has not yet gotten well under way, and it will likely be near springtime before house-building is going "right." These buildings however, are going to give hardwood men a lot of business a few months hence, and make up altogether the most encouraging feature of the lumber situation that has been noticed here for a long time. During the past two weeks there has been some improvement in industrial trade due to the fact that many mills and factories are now running in pretty good shape. The glass factories especially are doing better than at any time for two years. Altogether, the industrial situation seems to be "on the way," although it is recognized that things must move rather slowly for a few months yet. Industrial trade has been slightly improved, but retailers are still buying hardwood only when they must. Tri-state mills are cutting quite a lot of hardwood especially oak, but most of this will not be ready for market until after the first of the year.

BALTIMORE

Conditions in the hardwood trade here continue to show improvement. Of course, it cannot be determined at this time what the effect of the railroad strike will be, if it materializes. But unless there is general interference with the movement of stocks by a tying up of the transportation facilities of the country, there is every indication that the improvement in hardwoods will be continued. Stocks are being drawn upon to an extent that holds out some prospect of developing a positive shortage, as the mills are not pushing operations and the output is probably still very much below the capacity of plants and very likely also under the current rate of consumption. At any rate, the increasing inquiry has caused a stiffening in the quotations, and the reaction from the low figures has attained rather definite proportions by this time. An intending buyer who asks about prices and gets the information desired, or who maintains that the figures asked are too high, is very apt to come back and put himself into the way of entertaining further proposals; or, as has often happened of late, he will place the order at the amount mentioned. Not so long ago it was almost invariably a case of inviting quotations from a number of sellers and then working one against the other, with the ideas of the buyers always downward. The higher grades of hardwoods still have the call, but the progress made in the direction of better returns is beginning to affect the lower classifications also, and No. 2 common is quite frequently in demand now. The producers are feeling the beneficial effect of the change for the better in various ways, and arrangements are even being made to increase the output. The foreign trade, likewise, has made some further advance in the direction of more acceptable returns, with stocks lower than they were and with the time when material additions to assortments must be made apparently brought decidedly nearer. Moreover, the importers in the United Kingdom and elsewhere are learning that they cannot place reliance on recessions in the quotations, but must familiarize themselves with the idea of having to pay more, just as the level of values is going up in the United States. Production costs have been reduced to some extent, to be sure; but they have not fallen so much as to justify the prices that have governed many of the transactions in hardwood lumber in the recent past.

CINCINNATI

Conditions in the hardwood market continue to be encouraging. Hardwood salesmen are more cheerful than a year ago. They are selling some nice bills to industrials, a little to railroads and quite a bit to the retail yards. The inquiries are more numerous weekly from a large range of industrials and for large amounts. Furniture concerns are beginning to buy in larger quantities. Upper grades are scarce and hard to buy. Prices are advancing on certain items, particularly those that are scarce. Some concerns report advances from \$5 to \$10 on good quartered oak. A survey of the trade disclosed that this item was scarcer than any of the others on the list. Poplar is selling well, while red gum is very active. Sap gum is picking up and the same is true with ash. Plain oak is good in the red and white of the top grades. The flooring trade continues to be the real bright spot in the trade. As a result of the proposed railroad strike many buyers are asking that their orders be shipped before the end of this month. A majority of the lumbermen are of the opinion that the strike is nothing more than a bluff on the part of the railroad employees. There is not as much low grade lumber being offered as a month ago and this has tended to stabilize the market. Retailers report an increase in their trade and say that they are looking for some nice orders for the winter months. Manufacturers say that their inquiries are increasing right along, and they believe that the month of October will bring in a larger volume of trade than the months of September and August. It can be said that concerns willing to accept current quotations are finding

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

4/4" No. 2 & Better.....	12 months dry
5/4" No. 2 & Better.....	12 months dry
6/4" No. 2 & Better, largely No. 1.....	12 months dry
8/4" No. 1 & Better.....	8 months dry
10/4" No. 1 & Better.....	12 months dry
12/4" No. 1 & Better.....	6 months dry
4/4" No. 3.....	12 months dry
6/4" No. 3.....	10 months dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

A Few Bargains in Dry Hardwoods offered by

Wheeler-Timlin Lumber Co.

HARD MAPLE

12/4 No. 1 & Btr., 5" & wdr., 8' & lgr., 3-6 mo. dry....	3 cars
10/4 No. 1 & Btr., 5" & wdr., 8' & lgr., 18-20 mo. dry...	4 cars
6/4 No. 1 & Btr., 5" & wdr., 8' & lgr., 18-20 mo. dry...	10 cars
5/4 No. 1 & Btr., 5" & wdr., 8' & lgr., 3-6 mo. dry....	5 cars
4/4 No. 1 & Btr., reg. widths & lengths, 3-12 mo. dry...	5 cars
10/4 & 12/4 No. 2 & 3, reg. wd. & lgths., 12-20 mo. dry...	2 cars
6/4 No. 3, regular widths & lengths, 12-20 mo. dry....	10 cars
4/4 No. 3, regular widths & lengths, 12-20 mo. dry....	10 cars

We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

MAIN OFFICE, WAUSAU, WISCONSIN

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY., & DUFF, TENN.

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

Main Office
BUFFALO, N. Y.

Complete stock of
Dry Northern Hardwoods

**HARD MAPLE
SOFT MAPLE
BASSWOOD**

**BIRCH
BEECH
ELM**

UP-TO-DATE BAND MILLS Now OPERATING at PELLSTON and MUNISING, MICH.

For Better Service

The Chapman & Dewey Lumber Co., after thirty-four years in Kansas City, Mo., announces the removal of the main offices of the company to the Bank of Commerce Building in Memphis, Tenn. The Memphis office will be in touch, by long distance telephone, with our yards and mills at Marked Tree, Arkansas. Our stock of 15,000,000 feet of Southern Hardwoods will be immediately available to fill your requirements.

Chapman & Dewey Lbr. Co.

Main Office, Bank of Commerce Bldg., Memphis, Tenn.

W. C. DEWEY, Pres.
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District Sales Office, 500 Rialto Bldg., Kansas City, Mo.

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"

Maple, Birch, Basswood, Elm, Beech



The sign to follow
for Maple Flooring

The Tegge Lumber Co.

**High Grade
Northern and Southern
Hardwoods and Mahogany**

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

the business increasing, while those who believe in better values are doing very little. Building operations have shown no noticeable increase, although an improvement is looked for in this industry as a result of the settlement of the wage question between the contractors and the building trades employees. An arbitrator who was selected to settle the controversy cut the wages of all the trades 12 per cent.

INDIANAPOLIS

Demand is showing an increase, due largely to the fact that some of the large furniture factories are increasing their output. Sales managers of both Indianapolis and Shelbyville report an increase in business and the tone is good, notwithstanding the fact that a railroad strike threatens to cut off both supply and demand. The strike is being taken rather lightly here even though the industries would be almost without transportation resources in event of a strike. The truck would be all right for the short haul, but virtually all the industries have a nationwide distribution and trucks would make the rate so high as to be prohibitive. Prices are fairly staple. This is more true in the retail trade than in the industrials. The distributors here say the industrials are shopping around a great deal in order to get the best price available, while, because of the continued construction work here, and low stocks held by retailers, they are not so particular. What they need mostly are stocks. Box factories report better demand because of a general increase in all lines of industry.

EVANSVILLE

There has been a marked improvement in the trade situation with the hardwood lumber manufacturers of Evansville and southern Indiana during the past ten days or two weeks and general trade conditions are getting better right along, according to the manufacturers, who believe that their trade will continue good the balance of the year. They say that there may be a dropping off in trade along after the first of the new year, but that the dullness will be of short duration and that by the first of next March trade ought to be a whole lot better. Both orders and inquiries have increased during the past month and prices are tending upward and this has caused more buying, thus demonstrating the old saying that people buy on a rising market and never on a declining market. Collections are holding their own very well and are in fact improving. Mills in this section are being operated more steadily than they have for some time past. Logs are coming in freely both from southern logging centers and from points along Green and Barren rivers in western Kentucky. Wood consuming plants in Evansville are being operated on an average of 50 hours a week and in some instances the factories are running as high as 54 hours a week. The furniture manufacturers have been in the market for more lumber and some of them have been buying liberally. Desk, chair and table manufacturers, along with furniture manufacturers, say that the trade outlook is better than it has been for a long time and that they are looking for a good trade during the next six months.

MEMPHIS

Demand for hardwood lumber is slowly but steadily expanding and prices are just as surely working higher. The greatest increase in demand has been in the case of No. 1 common and better and the greatest advance in prices has been in the same grades. The fact remains, however, that there is more call for Nos. 2 and 3 common than at any time during the past year and that, while little advance has occurred in the latter, the tone thereon is distinctly better. Indeed, it is quite apparent that demand is extending to the lower grades because of the decreasing supply of No. 1 common just as the lessened offerings of firsts and seconds several months ago caused buyers to turn from these grades to No. 1 common. It is seemingly a question of offerings and of relative prices. It is conservatively estimated that first and seconds and No. 1 common in oak, gum and cottonwood have advanced from \$5 to \$10 a thousand while the advance in Nos. 2 and 3 common has not been more than \$1 to \$2 per thousand if that much. Thus it will be seen that from the standpoint of prices, the Nos. 2 and 3 common are relatively much cheaper than No. 1 common. So far as offerings are concerned, it may be noted that there is a very pronounced shortage of No. 1 common in plain white oak and plain red gum. There is a better supply of No. 1 common plain red oak and plain sap gum but heavy inroads have been made on these through the buying of the past several weeks and offerings are much lighter than in September.

In firsts and seconds there is a very great scarcity of plain and quartered red and white oak, plain and quartered red gum, cypress and cotton wood. Demand for all of these is good. Ash appears to be lagging somewhat, but is both firmer and higher than a short time ago.

Furniture manufacturers are buying with somewhat greater freedom, the purchases being mainly in oak and gum, both plain and quarter sawn. Flooring manufacturers are taking No. 1 and No. 2 common plain white and red oak in as liberal quantities as possible. Box manufacturers are absorbing Nos. 2 and 3 common cottonwood and gum in a larger way and there is also a better demand from miscellaneous consumers. One manufacturer of sanitary equipment has an inquiry out for 1,000,000 feet of No. 3 common oak for delivery during the remainder of the present year.

Perhaps the most striking feature of the southern hardwood situation lies in the fact that the market has changed within the past two or three

weeks from favoring the buyer to favoring the seller. Buyers are beginning to realize that they have let a golden opportunity to stock up with lumber on practically their own terms pass and they are now placing orders by wire and phone on terms named largely by the seller. The right-about-face on the part of the hardwood market has not been anything like as pronounced as in the case of cotton but developments in this direction have proceeded far enough to justify the belief that the present increased demand, combined with the decreased supply will eventuate in a still further advance in quotations. Gilmer Winston, vice-president of the Union & Planters Bank & Trust Company, one of the largest financial institutions in Memphis, recently told members of the Lumbermen's Club of Memphis, that lumber would probably duplicate the performance of the South's leading staple crop and his forecast has already materialized to a striking degree.

Export business is increasing and it is anticipated by exporters here that the sharp decline in ocean freight rates on hardwood lumber and forest products, reported elsewhere in this issue of **HARDWOOD RECORD**, will stimulate further increase in demand from European sources, despite the very unfavorable impression created by the unsettled position of foreign exchange and the new low level to which the mark in Germany has fallen. It is conservatively estimated that exports from the Southern field have amounted to approximately 12,500,000 feet since September 1. The American Overseas Forwarding Company alone is booking space for about 2,250,000 feet each week and officials of this agency say they anticipate further expansion as a result of the much more favorable ocean freight rates.

There is nothing to indicate expansion in manufacturing operations. Some firms owning timber close to their mills and operating their own railroad equipment are showing a disposition to resume the production of lumber. Some firms whose timber moves on a short haul over common carriers are likewise increasing their output somewhat. The broad fact remains, however, that those whose timber must be transported long distances on present freight rates have their hands completely tied for the reason that, despite the advance in prices, log run lumber will not bring a high enough quotation to admit of a reasonable profit. There is also the consideration that lumber manufactured from logs transported on present freight rates would be under a tremendous handicap if there should be as large a reduction in freight rates as is now believed to be pending. The majority of producers are, therefore, awaiting the decision of the Interstate Commerce Commission before making any general plans looking to either logging or manufacturing operations. Although this is the time of year when logs ought to be brought out against winter and spring requirements, the fact remains that very little is being done and that the period during which maximum results may be accomplished is rapidly drawing to a close. The decision of the commission is expected around November 1 but even if it comes that early it is questionable whether or not it will be in time to enable those owning timber lands to make substantial headway in piling up log reserves. Logging crews are wholly disorganized and they must be brought together and equipped after the decision is handed down. It will take time to do this. It should also be borne in mind, according to lumber producers here, that the firms now closed down have no logs at their mills, with the result that logs must be brought out for current operations before any progress can be made in building up reserves. Thus, from whatever angle the proposition is viewed, the outlook for adequate log supplies as well as for adequate lumber production is far from reassuring.

In the meanwhile it is generally conceded that sales and shipments are appreciably larger than current production, with the result that daily inroads are being made on stocks of southern hardwoods. The shortage of the higher grades is very pronounced, as already suggested, while the surplus of Nos. 2 and 3 common is being steadily reduced. This condition, together with the broadening demand, is largely responsible for the general disposition of the trade to look for a further advance in prices.

LOUISVILLE

The general situation is much improved, and is expected to continue that way well into December, unless consumers start reducing stocks on account of inventory, or unless the threatened railroad strike interferes with movement. General opinion is that spring business will be active. Collections are better. Poplar siding is moving better. There has been some demand for box boards. Gum, walnut, oak, poplar and ash have all been moving more freely. First and seconds are scarce in all woods, and even No. 1 common is not as easy to secure as could be desired by the buyer. However, the lower grades are moving better, and even sap gum is now moving, after a long period in which it was a very slow seller. While there has been some increase in production the past few months it hasn't been great enough to cause much change in the general situation, as consumption is said to be steadily larger than production, especially in high grades.

ST. LOUIS

Market conditions here are much better. The market is described by some as being more "nervous" now than at any time lately. Prices are advancing. Business is better generally than at any time since August when the upturn started.

Gum and first and second oak are in most demand with common oak

Plain & Qtd. Red & White

Even
Color

OAK

Soft
Texture

AND OTHER
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

Care All the Way Through

For years this firm has operated on a solid basis of conservatism. Care has characterized its every department. In log selection only the best is accepted; in manufacturing, quality outweighs quantity.

Soft textured oak ideal for good furniture, splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore make available to any line of woodworking a thoroughly reliable source of raw material.

Quick shipment, domestic or export, straight or mixed cars, all N. H. L. A. grades.

Try Stimson the Next Time

J. V. Stimson & Co.

Manufacturers of Fine Hardwoods

OWENSBORO

KENTUCKY

BEDNA YOUNG Lumber Company

Jackson, Tennessee

Sales Office, Indianapolis, Ind.
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Manufacturers of

Quartered White Oak Quartered Red Oak and Other Hardwoods

When in the market for

High Grade Lumber

please let us have your enquiries.

WE WANT TO SELL the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 FAS	32,000'
4/4 Selects	5,000'
4/4 No. 1 Common	30,000'
4/4 No. 1 Com. & Btr.	30,000'
4/4 No. 2 Common	100,000'
5/4 FAS	15,000'
5/4 Selects	65,000'
5/4 No. 1 Common	5,000'
5/4 No. 2 Common	150,000'
8/4 No. 1 Com. & Btr.	11,000'

SOFT ELM

4/4 No. 2 Com. & Btr.	75,000'
6/4 No. 1 Com. & Btr.	50,000'
8/4 No. 2 Com. & Btr.	35,000'

ASH

4/4 No. 2 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	25,000'

HARD MAPLE

4/4 6" and wider, 8' and longer	
No. 1 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	200,000'
5/4 No. 2 Common	200,000'
6/4 No. 1 Com. & Btr.	70,000'
6/4 No. 2 Common	150,000'
8/4 No. 2 Com. & Btr.	200,000'
10/4 No. 1 Com. & Btr.	60,000'
12/4 No. 1 Com. & Btr.	30,000'

SOFT MAPLE

4/4 No. 2 Com. & Btr.	150,000'
6/4 No. 2 Com. & Btr.	14,000'
4/4 No. 1 Com. & Btr.	100,000'

BASSWOOD

8/4 No. 1 Com. & Btr.	80,000'
4/4 No. 2 Common	20,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

trailing very closely. Flooring is also in active demand. Prices on all these grades are advancing.

Furniture manufacturers are the largest buyers. Automobile interests are buying some. The railroads are buying only the supplies necessary for repairs and none for new construction. The demand for hardwood flooring does not come from an increase in building, according to lumbermen, building, while better, is still far from active in this locality.

Lumbermen generally are optimistic over the railroad strike situation. Some think there will be no strike, that the difficulties will be straightened out before Oct. 30; others say that if the strike does come it will not result in a general tie-up, that there will be congestion in the cities for a week or two when normal conditions will be restored.

NEW ORLEANS

A big increase in inquiries for No. 1 Common and better of practically all grades; some slight movement of the lower grades, but still a superabundance of stocks of all kinds from No. 1 Common down and an ever increasing shortage of stocks of the upper grades with prospects of this shortage becoming really acute during the dull Winter season; and a bull-dog firmness in the prices of the lower grades and a slight tendency to rise on the part of most of the better qualities.

This, in a nutshell, is the present status of the hardwood market for the extreme southern and southwestern territory, as judged by expressions and interviews with representative manufacturers and wholesalers of Mississippi, Louisiana and Texas.

While the outlook for the hardwood market for this section is not altogether brilliant and is somewhat mixed, it is generally considered that the bright spots by far outshine the dark and it is safe to say that more genuine optimism is being felt by the hardwood people hereabouts now than for many months past.

Production probably is less than twenty-five per cent of normal for the time of year, but it seems to be picking up steadily, but very slowly. Where to get supplies of No. 1 Common and better in all kinds of hardwoods with the possible exceptions of one or two kinds is rapidly developing into quite as big a problem as what to do with the superabundance of the lower grades. Practically none of the mills have a surplus of stock of the better grades on hand at present, and with the demand continuing to grow rapidly and the winter season coming on to further reduce production, it is practically a certainty that this kind of stuff is going to be very hard to get during the winter months and it is also anticipated that even green as well as dried lumber will be scarce by next Spring.

The box and the floor factories both are reported to be without extra supplies of stock and inquiries from them are growing heavier and heavier. The railroads are taking more stuff than heretofore, but their demand as yet is not comparatively important. Hopes of further clearing out the over supply of lower grade stock received another jolt with the announcement of the railway strike and the anticipated rate reduction, which makes many a purchaser hang back until the last minute in the hope of saving on the item of transportation. With some items of the better grades moving out to Mexico, a little to Cuba and small quantities to Europe, the export movement continues to show more or less activity, but it is not of sufficient bulk and steadiness to be a dependable factor in the revival of the hardwood business of the South.

MILWAUKEE

Although the belief is general that the railroad strike called for October 30 probably will not come to pass, due to the energetic efforts being made to compromise the dispute, the demand for hardwoods was quickened to a slight extent in the last week or two by reason of the apprehension over possible interruption of deliveries. Industries have been running along on hand-to-mouth stocks of raw materials for so long that stoppage of shipments for a week or two would leave a majority of them bare of supplies.

In a general way, hardwood lumber operators view the immediate future with optimism, save for some fear that railroad strike conditions may interfere with the movement. The call for hardwoods in the last few weeks has been healthier than in four or five months before, and while it still lacks snap and volume, the largest operators claim to be able to discern definite improvement which they hope will be accentuated as winter comes on.

The demand generally is for the top-notch grades, medium and low qualities moving very slowly. Prices are holding firm, but are not appreciably higher. Some shading is being done on the low grades to liquidate the large supply, which in some instances is uncomfortably heavy. Makers of interior trim and fancy woodwork are busier than they have been all year and their 1922 season is expected to be a relatively excellent one. The greater activity in new construction in the last half of this year is believed to portend a new high record for volume in Milwaukee. The record stands at \$23,000,000, established in 1919, but with two full months ahead, this figure is rapidly being approached.

The farm implement trade is becoming more active after being dull and lifeless for several months. The automobile trade is demanding more hardwoods at this time because of the increased production of closed body types. Box and crating factories, which have had little to do all-summer, are entering a fairly busy season.

Logging operations, while materially curtailed, will go forward all winter in most sections in anticipation of a better demand for manufactured lumber in 1922 than was experienced all this year.

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—ASH REPRESENTATIVE

To sell to automobile concerns. Give references and salaries expected. Address Box 802, care Hardwood Record.

WANTED—FIRST-CLASS

Salesman to represent a large manufacturer of Mahogany Lumber and Mahogany and Walnut Veneers for the East with headquarters at Jamestown, N. Y. Address Box 805, care HARDWOOD RECORD.

WANTED—HIGH-CLASS

Hardwood Salesman for Michigan and Canadian territory. One familiar with the consumers of high-grade West Virginia and Southern Hardwoods. Prefer man who can make his headquarters in Detroit. Address Box 809, care HARDWOOD RECORD.

WANTED SALESMAN

A northern manufacturer desires a first-class salesman to sell panels, tops and rotary cut southern veneers throughout the United States. Furniture trade principally. Familiarity with the trade preferred but not essential. Give references, experience and salary desired. Address Box 808, care Hardwood Record.

LUMBER FOR SALE

FOR SALE

About 15M ft. 1x3 to 1x5 Birch Strips, bone dry. Will give somebody a rare bargain.

ATWOOD LUMBER CO., Perkins Bldg., Grand Rapids, Mich.

FOR SALE—HARD MAPLE, BEECH AND BIRCH

Lumber 1" thick, 8' long; No. 3 common and better. Will make low price and would appreciate inquiry from user of this class of material.

ACME TIE COMPANY, Reed City, Mich.

FOR SALE

One Large Car 8/4 No. 1 Com. & Better Southern Mich. Hard Maple. One Large Car 8/4 No. 1 Com. & Better Soft Mich. Elm. One car log run 4/4 Cherry. Dry, well manufactured stock.

J. T. LOMBARD, Hastings, Mich.

LUMBER FOR SALE

FOR SALE—HARD MAPLE

Two cars 2 1/2"—1st and 2nds.

Two cars 2 1/2"—No. 1 common.

Choice, dry, band sawn stock for immediate shipment. For attractive prices, address HUNTINGTON & FINKE CO., Buffalo, N. Y.

SEASONING OF WOOD

A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties.

Price Postpaid, \$5.00.

LUMBER FOR SALE

225 M feet 12/4 #2 C. & Btr. Soft Maple.

75 M feet 8/4 #2 C. & Btr. Soft Maple.

65 M feet 12/4 #2 C. & Btr. Soft Elm.

35 M feet 8/4 #2 C. & Btr. Soft Elm.

23 M feet 8/4 #2 C. & Btr. Hickory.

26 M feet 4/4 #2 C. & Btr. Red & White Oak.

20 M feet 8/4 #2 Com. & #1 Com., #2 Shop Cypress.

C. Wilson, Halls, Tenn.

WANTED

Orders for

2 cars 5/64" R. C.

Northern Basswood

Battery Stock

2 cars 1/16" and

1/8" Birch Cut-Downs

Prompt Shipments

Write for Delivered

Prices and Full

Particulars.

KIEL WOODEN WARE CO.

Mellen (Ashland Co.), Wis.

FOR SALE

INDIANA HARD-AND SOFTWOODS

27,000 ft. 2 " No. 1 C. & Btr. White Ash

60,400 ft. 1 " No. 2 C. & Btr. Basswood

26,555 ft. 1 1/4" No. 2 C. & Btr. Basswood

12,260 ft. 2 " No. 2 C. & Btr. Beech

13,799 ft. 1 " No. 2 C. & Btr. Cottonwood

36,471 ft. 1 " No. 3 C. Softwood Crating

20,849 ft. 1 " No. 2 C. & Btr. Soft Elm

23,644 ft. 1 " No. 2 Common Soft Elm

23,506 ft. 2 " No. 1 C. & Btr. Soft Elm

34,200 ft. 2 1/2" No. 1 C. & Btr. Soft Elm

16,310 ft. 3 " No. 1 C. & Btr. Soft Elm

26,305 ft. 2 " No. 1 C. & Btr. Hard Maple

35,015 ft. 3 " No. 1 C. & Btr. Hard Maple

13,686 ft. 1 " No. 2 C. & Btr. Soft Maple

29,347 ft. 1 1/4" No. 2 C. & Btr. Soft Maple

16,204 ft. 2 1/2" No. 2 C. & Btr. Soft Maple

10,500 ft. 1 " FAS White Oak

18,480 ft. 1 1/4" No. 1 C. Red Oak

18,755 ft. 1 " No. 2 C. Red Oak

44,275 ft. 1 1/4" No. 1 C. & Btr. Mixed Oak

12,880 ft. 1 1/2" No. 1 C. & Btr. Mixed Oak

3,315 ft. 3 " No. 1 C. & Btr. Poplar

21,202 ft. 1 " No. 2 C. & Btr. Sycamore

Chair Posts and Rockers Band Sawn to Pattern

THE POWELL-MYERS LUMBER COMPANY,

South Bend, Indiana.

LOGGING EQUIPMENT for SALE

FOR SALE—HOLT TRACTOR

Only used a few months; price \$2,500. Address A. E. & L. O. Peck, Westfield, Mass.

LUMBER WANTED

WANTED—WALNUT LUMBER

Several cars 1" to 2 1/2" log run or on grade. Also red and sap gum and dimension sizes in Walnut gum and other hardwoods. Quote Phila. rate with full description.

GIBSON LUMBER CO.,

Perry Bldg. Philadelphia, Pa.

WANTED

Soft Elm, or Beech, or Hard Maple, or Red or Sap Gum, or both, cut 2 3/4" thick and 4" and up wide and 32" long. Must be shipped green. Stock must be clear with the exception of a small tight knot or any defect which will plane smooth. Quote price delivered on a Buffalo rate of freight. Address Box 810, care HARDWOOD RECORD.

WANTED TO BUY

Tough Hard Maple Bending Strips sawed full to size so that when dry they will measure 1 1/8 inches thick—1 3/8 inches wide—7 ft. 2 inches long. These must be free from knots, bark, burls, black streaks, splits and other defects. Stock must be straight grained, tough and heavy for bending. We also use Red Oak Bending Strips of the same size.

LOUIS RASTETTER & SONS,

Fort Wayne, Ind.

WANTED—GUM MILL CONNECTION

Will buy Gum cut outright for cash or make exclusive arrangement to sell to the trade on some guaranteed basis. Describe what stock in Gum you have on sticks now as to thickness, the per cent of each grade, whether you manufacture mostly Red or Sap Gum, band or circular sawn, and how many feet per day you saw, where located, and any other particulars. If conditions agreeable, would consider an arrangement paying cash for stock as piled.

Address ABC, care HARDWOOD RECORD.

LOGS WANTED

WANTED

Second Growth White Ash Logs 10" and up, 10 and 13 feet long. Must be good quality, northern stock only. Cash f.o.b. loading point.

CAL. BALMER, Bluffton, Ohio.

WANTED

White or Red Oak Logs in Lengths from 24 ft. to 35 ft. long, sound stock, not necessarily clear, but must be first-class quality, delivered Owen Sound, Ont., not later than November 1st. State price and full particulars.

Keenan Brothers, Limited,

Owen Sound, Ont.

LOGS FOR SALE

WALNUT STUMPS, VENEER LOGS

For sale. Lumber, Selected Stumps and Prime Veneer Logs.

WESTGATE WALNUT COMPANY,
Aurora, Ill.

LOGS FOR SALE

Ebony, Spanish Cedar, Siam Teak, fancy imported cabinet woods. Have some choice parcels of the first three woods at Importers' prices. Write or telegraph. J. H. DIECKMANN, JR., 110 Sutter Street, San Francisco, Cal.

TIMBER FOR SALE**HARDWOOD TRACT IN FEE SIMPLE
CYPRESS TIMBER RIGHTS**

We are the owners sole and exclusive agents for the following tracts of timber:

Located in North Carolina, immediately on railroad; 22,000 acres carefully estimated to contain the following timber:

	Feet
White Pine	27,162,000
Poplar and Linn	16,383,000
Hemlock	22,001,000
Chestnut	37,479,000
White Oak	15,338,000
Red Oak	19,510,575
Chestnut or Rock Oak	12,318,300
Cherry	300,000
Ash	190,000
Spruce	20,300,000
Sugar and Maple	4,200,600
Hickory	34,750
Buckeye	1,438,300
Birch	670,000
Yellow or Jack Pine	340,000
Black Gum	145,000
Beech	10,000,000

188,322,425

Also 70,000 Chestnut Phone Poles

200,000 cords extract wood chestnut

Property located very close to wood alcohol, tanning bark and other plants which will use every foot of timber on the property and refuse from saw-mill.

Property held under one ownership for 20 years, and title is beyond attack by limitation. Property bonded for \$600,000.00 payable \$25,000 annually. If timber cut, sinking fund is \$5 per M. Can be bought without the land if preferred. Price very reasonable.

We also have a property containing 70 million feet of timber, of which 65% is cypress of an extra fine quality and size, balance mixed hardwoods of the most valuable growing in the south. Timber lies so that as much more can be bought from citizens at ridiculously low prices. This property is in operation on a profitable basis and is located on the Louisville & Nashville Railroad. The improvements are in splendid shape. More than \$100,000 recently spent to put this deal in first class shape. Splendid reasons for selling.

Write us for your requirements in hardwoods, cypress, long or shortleaf pine, located south of Mason Dixon Line. We have been operating in that territory for twenty years.

We offer 125 million feet red gum, oak, etc., with complete band mill located in Louisiana, at a low price and on easy terms. Full particulars on application.

JORDY & COMPANY, INC., 934 City Park Ave.
NEW ORLEANS, LA.

AMERICAN FOREST TREES

This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$5.00. For those who send in their order now, accompanied by check, we will make a special price of \$4.00.

TIMBER FOR SALE**HARDWOODS**

Eleven thousand acres very fine hardwood in southwestern Arkansas running heavily to forked leaf white oak and hickory. A quality proposition. Address 1003 Harris Trust Bldg., Chicago, Illinois.

TIMBER

A real bargain in about 60,000,000 feet of good timber near the Soo, about 40% red birch, 30% maple, balance hemlock, pine, spruce, and cedar. Fair logging and excellent shipping facilities.

W. H. RANSON, Sault Ste. Marie, Mich.

TIMBER LANDS WANTED**WANT—TIMBERLANDS AND INCOME
PROPERTIES**

Any size, anywhere. Write Chas. A. Philidius, 510 East 120th St., New York.

TIMBER LANDS FOR SALE**HUNTING PRESERVE FOR SALE**

Produced \$20,000 worth of furs in 1919

Will sell in fee 15,000 acres containing a large amount of high grade hardwood saw timber. Also a vast wealth of suitable timber for pulp and paper making, and a variety of soils, much of same extremely fertile. Will make one of the best stock ranches in the South. Price inducement. Address P. O. BOX 1128, Wilmington, N. C.

DIMENSION STOCK FOR SALE**TALLY BOOKS**

The Hardwood Record has been concentrating on the perfection of a tally book suitable to the most exacting demands of the trade. We are prepared to supply these books, both as to cover and tickets, doing such printing as is necessary to make a complete job. The tickets may be had in duplicate and triplicate, printed on waterproof paper, etc.

Prices on any specific job made on request.

PLANTS FOR SALE**FOR SALE—SMALL SAWMILL**

Retail lumber and tie business. Now running, plenty timber available. For particulars, write E. S. Staples, Villa Grove, Colo.

FOR SALE—VENEER MILL

Modernly equipped—latest improved machinery. Cutting Birch, Basswood, Ash, Elm and Oak. Very attractive proposition. Address Box 814, care HARDWOOD RECORD.

LOCOMOTIVES FOR SALE**LOCOMOTIVES FOR SALE**

Any gauge, type or weight. Have large stock to select from, located our own shops here. All first-class condition. Immediate shipment from stock. Also have cars, cranes, etc. Full information mailed upon request.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Georgia.

MACHINERY FOR SALE**FOR SALE**

Three brand new modern 16-foot veneer saws with automatic set works and positive offset; the last word for veneer and thin lumber sawing. For particulars address BOX 804, care HARDWOOD RECORD.

**FOR SALE—OUR MODERN DOUBLE
MILL**

With two single cutting bands complete, boilers, engines, pulleys, shafting, conveyor chains, belting and burner. This is one of the best built mills in the South and can be bought for much less than it is worth. Located and can be inspected at Little Rock, Ark.

A. J. NEIMEYER LUMBER CO.

MISCELLANEOUS**FOR SALE**

30,000 hewn ties, axe and plow handle blanks, doubletree and neckyokes and all kinds of rims in hickory and oak.

B. H. TROXEL, Ravenden Springs, Ark.

PROPS—TIMBERS

Mine Props and Timbers wanted by West Virginia firm. State specifications and quotations in first letter and also give loading point and name of railroad.

Address Box 793, care HARDWOOD RECORD.

FOR SALE

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SEL. & BTR., 4/4, 5/4", 50% each thickness, 16 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C. & BTR., white, 10/4, 12/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4, 8/4, 10/4". GEO. C. EHE-MANN CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4, 5/4"; NO. 2 C., 5/4"; NO. 1 C. & BTR., 8/4, 10/4". GRISMORE-HYMAN CO., Memphis, Tenn.

LOG RUN, NO. 3 C., both, 4/4-16/4". KEL-LOGG LBR. CO., Inc., Memphis, Tenn.

COM. & BTR., 5/8, 4/4", 4" & wider, 4' & longer, 6 mos. dry; NO. 2 COM. & BTR., 10/4", 4" & wider, 4' & longer, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 4/4", 10/4, 12/4"; NO. 1 C., 4/4", 8/4, 10/4"; NO. 2 C., 4/4, 6/4, 8/4, 10/4, 12/4, 16/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 5/8 to 16/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4"; NO. 3 C., 4/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4-16/4". HARRY H. MAUS, South Bend, Ind.

NO. 1 C. & BTR., Northern & Southern stock, 4/4-20/4", reg. wtds. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 1 & 2 C., 4/4", good wtds., 60% 14' & 16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., & NO. 3 C., 4/4", reg. wtds. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & SEL., 4/4", reg. wtds. & lgths.; NO. 2 C., 4/4", reg. wtds. & lgths. LOG RUN, 3/4", reg. wtds. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

ALL GRADES, 4/4-16/4", reg. wtds. & lgths., 4-12 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 2 yrs. dry, northern stock, tough texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

FAS, 4/4", 60% 9" & wider, 60-70% 14' & 16', dry. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 & 2 C., 50%, each grade, yr. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C., 4/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wtds. & lgths.,

6 mos. dry, full log run; NO. 2 C., 4/4", reg. wtds. & lgths., 6 mos. dry, full log run. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 & BTR., 4/4", 3" & up, 4' & up, 6 mos. dry; NO. 1 C. & BTR., 5/4", 4" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 8/4". JACKSON & TINDLE CO., Grand Rapids, Mich.

FAS, 4/4, 5/4, 6/4, 8/4", good wtds. & lgths., dry; NO. 1 C. & BTR., 8/4, 10/4", good wtds. & lgths., dry; NO. 2 C., 4/4, 5/4, 6/4", good wtds. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

FAS, 4/4"; NO. 2 C., 4/4, 8/4"; NO. 2 C. & BTR., 5/4, 6/4"; NO. 3 C., 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 3, 6/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

NO. 2 C. & BTR., 4/4, 5/4", dry. HARRY H. MAUS, South Bend, Ind.

NO. 1 C., NO. 2 C., FAS, all 4/4", reg. wtds. & lgths., all dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

BEECH

NO. 2 C. & BTR., 4/4, 6/4, 8/4", reg. wtds. & lgths. AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 1 C. & BTR., 8/4", reg. wtds. & lgths., yr. dry; NO. 1 C. & BTR., 5/8", reg. wtds. &

lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4, 5/8", reg. wdths. & lgths., dry; NO. 3 C., 5/8", reg. wdths. & lgths., yr. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 5/8", 3" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, 4, 8 1/2". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4, 5/4, 8/4", good wdths. & lgths., dry; NO. 3 C., 5/4, 6/4", good wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

BIRCH

NO. 1 C., NO. 2 C., both, 4/4", over 50% 14 & 16" long. W. Va. stock. AMERICAN COLUMB. & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 2 C., 4/4", reg. wdths. & lgths., full log run. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 3, 4/4, 5/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS, NO. 1 C., NO. 2 C., all 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C., NO. 3 C., both, 5/4", good wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4-12/4"; NO. 2 C., 4/4-8/4"; NO. 3 C., 4/4-6/4"; NO. 1 & 2 C., 1x4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

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NO. 1 C., NO. 2 C., NO. 3 C., all 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C., 4/4", reg. wdths., std. lgths., 1-2 yrs. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUTTERNUT

LOG RUN, 4/4", 3" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4", reg. wdths. std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COTTONWOOD

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

FAS, 6-12"; NO. 1 C. & SEL., 4/4", 6-12". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4, 6/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, NO. 1 C., NO. 2 C., all 4/4"; DOG BDS., 6/4-8/4". KELLOGG LBR. CO., Inc., Memphis, Tenn.

FAS, NO. 1 C., NO. 2 C., all 4/4". KING MILL & LBR. CO., Paducah, Ky.

FAS, NO. 1 C., NO. 2 C., all 4/4". Dyersburg, Tenn. NORTH VERNON LBR. MILLS, North Vernon, Ind.

PANELS & WIDE, 4/4", 18-21", reg. lgths.; BX. BDS., 4/4", 13-17" & 9-12", reg. lgths.; FAS, 4/4", 13" & wider, 6-12", reg. lgths.; NO. 1 C. & SEL., NO. 3 C., both 4/4", reg. wdths. & lgths.; NO. 1 C. & SEL., 5/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 C., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

SHOP (Pantherburn), 6/4"; NO. 2 C. (Pantherburn), 1x6"; NO. 2 C. (Pantherburn), 4/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths. DICKSON & LAMBERT CO., Memphis, Tenn.

S. & B., 4/4-6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4". KELLOGG LBR. CO., Inc., Memphis, Tenn.

FAS, 4/4, 5/4", reg. wdths. & lgths.; SELS., 6/4", reg. wdths. & lgths.; NO. 1 SHOP, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 6-8-10-12", reg. lgths.; NO. 2 C., 4/4, 8-10-12", reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM-SOFT

NO. 2 & BTR., 4/4, 5/4", reg. wdths. & lgths., yr. dry; NO. 2 & BTR., largely NO. 1 C., 6/4", reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 8/4", reg. wdths. & lgths., 10 mos. dry; NO. 1 & BTR., 10/4", reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 12/4", reg. wdths. & lgths., 8 mos. dry; NO. 3, 4/4", reg. wdths. & lgths., 8 mos. dry; NO. 3, 6/4", reg. wdths. & lgths., 10 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 2 C. & BTR., 10/4, 12/4", reg. wdths. & lgths., 8 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 2 C. & BTR., 4/4, 8/4, 10/4, 12/4, 16/4", reg. wdths. & lgths., 6-9 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 8/4, 12/4"; NO. 1 C., 8/4, 12/4". KELLOGG LBR. CO., Inc., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 10/4, 12/4", 4" & wider, 4' & longer, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4", 6/4", & 10/4", good wdths. & lgths., dry; NO. 2 C., 4/4, 6/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4, 6/4", good wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4-12/4", dry. HARRY H. MAUS, South Bend, Ind.

NO. 2 C. & BTR., 4/4-14/4", reg. wdths. & lgths., northern or southern. R. B. MAXSON, South Bend, Ind.

NO. 1 C. & BTR., Ind., 12/4", av. wdths. & lgths., yr. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

NO. 2 & BTR., 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

ELM-ROCK

LOG RUN, 5/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

LOG RUN, 8/4", ran. wdths., 50% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 & BTR., 4/4, 8/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

GUM-PLAIN RED

NO. 2 C., 4/4, 5/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & SEL., 5/8" & 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 1 C. & BTR., 4/4", 4" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, NO. 1 C., both, 4/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM-QUARTERED RED

NO. 1 C. & BTR., 6/4, 8/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & SEL., 5/8" & 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 1 C. & BTR., 4/4", 3" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C., 4/4, 6/4, 8/4"; NO. 2 C., 6/4", Dyersburg, Tenn. NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C. & BTR., 5/4, 8/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM-SAP

FAS, 5/4, 6/4", std. wdths. & lgths., 8 mos. dry; NO. 1 C., 5/4, 6/4", std. wdths. & lgths., 8 mos. dry; BX. BDS., 4/4", 9-12, 13-17", std. lgths., 8 mos. dry. ABERDEEN LBR. CO., Chicago, Ill.

FAS, NO. 1 & 2 C., all 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C. & BTR., 5/4, 6/4, 8/4", qtd. reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry; NO. 2 C. & BTR., 6/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

FAS, 5/8", 6-12" & 10-13". NO. 1 C. & SEL., 5/8", 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8-5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

ALL GRADES, pl. & qtd., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 1 C., qtd., 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4, 5/4, 6/4, 8/4"; FAS, 6/4", qtd., Dyersburg, Tenn. NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, 4/4"; NO. 1 C., 5/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 4/4". CYRUS C. SHAFER LBR. CO., South Bend, Ind.

FAS & NO. 1 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM-MISCELLANEOUS

BX. BDS., tupelo, 4/4", 13-17" and 9-12", std. lgths., 8 mos. dry. ABERDEEN LBR. CO., Chicago, Ill.

NO. 1 C. & BTR., qtd. & pl. black, 4/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., qtd. black, 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry; NO. 1 C. & SEL., tupelo, 4/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

COM. & BTR., 4/4, 5/4"; LOG RUN, tupelo, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., qtd. black, 4/4"; DOG BDS., qtd. black, 6/4-8/4"; COM. & BTR. pl. black, 4/4". KELLOGG LBR. CO., Inc., Memphis, Tenn.

LOG RUN, black, qtd., 4/4", good wdths., 60% 14 & 16", band sawn, 6 mos. dry; LOG RUN, pl. black, 4/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

HICKORY

LOG RUN, 6/4, 8/4". LOG RUN Pecan, 6/4, 8/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 6 mos. & over dry; MILL RUN, PECAN, 8/4", ran. wdths. & lgths., 50% to 60% 14 & 16", 6 mos. & over dry. The BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 6/4-8/4", 4" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOCUST

LOG RUN, 4/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

MAHOGANY

ALL THICKNESSES, HONDURAS & MEX., 12/4, 16/4", especially dried. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

MAPLE-HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C. & BTR., 8/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 6/4, 8/4", 6" & up, reg. lgths., 50% or btr. FAS, 4-8 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 C. & BTR., 3/8, 4/4, 5/4, 6/4, 8/4", 4" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

END PILED, white and qtd., 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 4/4-12/4"; NO. 3, 4/4, 5/4, 6/4". JACKSON & TINDLE CO., Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 14/4", good wdths. & lgths., dry; NO. 3 C., 4/4, 5/4, 6/4, 8/4, 12/4", good wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

FAS, 4/4"; NO. 1 & 2 C., 4/4, 8/4, 10/4, 12/4"; NO. 2 C. & BTR., 5/4"; NO. 2 C., 6/4, 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., Ind., 12/4", av. wdths. & lgths., yr. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 & BTR., 70-80% FAS, 4/4", good wdths., 60% 14 & 16", dry; NO. 1 C. & SEL., 4/4", good wdths., 60% 14 & 16", dry; NO. 1 & BTR., 75% FAS, good wdths., 60% 14 & 16", dry; NO. 1 & BTR., 50-60% FAS, 10/4", good wdths., 60% 14 & 16", dry; NO. 1 & BTR., 70% FAS, 8/4", wide wdths., 75% 14 & 16", dry; NO. 1 C. & SEL., 8/4", good wdths., 60% 14 & 16", dry; NO. 1 & BTR., 60-70% FAS, good wdths. & lgths., dry; NO. 1 & BTR., 75% FAS, good wdths. & lgths., 16/4", dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std.

HARDWOODS FOR SALE

lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4, 6/4, 8/4, 10/4", over 50% 14 & 16". AMERICAN COLUMN & LBR. CO., Columbus, O.

LOG RUN, 4/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

NO. 2 & BTR. (not over 25% NO. 2) 8/4", 20 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 4/4 & 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. & lgths., dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

OAK—PLAIN RED

FAS, 1/2"; NO. 1 C. & SEL., 3/4"; NO. 2 C., 5/8"; NO. 3 C., 5/8, 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-6/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", 6" & up, 8" & up, 6 mos. dry; NO. 1 C., 4/4, 6" & up, 4" & up, 6 mos. dry; HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, SD, WORMY, NO. 3 C., all 4/4". KELLOGG LBR. CO., INC., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4", 9-10", 50% 14 & 16", long, 3 mos. dry; FAS, 5/4, 9-10", 35% 14 & 16", 3 mos. dry; FAS, 8/4", 9-10", 50% 14 & 16", 8 mos. dry; NO. 1, 4/4", 8/4", 50% 14 & 16", 8 mos. dry; NO. 1, 5/4", 50% 14 & 16", 6 mos. dry; NO. 1, 6/4", 60% 14 & 16", 6 mos. dry; NO. 2, 4/4", 50% 14 & 16", 8 mos. dry; SD, WORMY, 4/4", 50% 14 & 16", 6 mos. dry; STEP PLANK, pl. 5/4", 40% 14 & 16", 8 mos. dry. MILLER LBR. CO., Marianna, Ark.

NO. 1 C., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. widths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 3/4", reg. widths. & lgths. dry; NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. widths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 2 & BTR., 5/8", 3" & up, 4" & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 4/4"; DOG BDS., 6/4-8/4". KELLOGG LBR. CO., INC., Memphis, Tenn.

NO. 1 & 2, 4/4", 55% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.

FAS, & NO. 1 C., 4/4, 5/4, 6/4", reg. widths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & SELS., 4/4, 5/4, 6/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 1 C. & BTR., 8/4, 10/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 1/2"; NO. 2 C., 1/2"; CROSSING PLANK, 16/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8-6/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 9-10", 50% 14 & 16", 3 mos. dry; NO. 1, 4/4", 50% 14 & 16", 8 mos. dry; NO. 1, 6/4, 8/4", 40% 14 & 16", 8 mos. dry; NO. 2, 4/4", 45% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.

NO. 1 C., 4/4", 4" & up, 4" & up, 6 mos. dry; FAS, 4/4", 6" & up, 8" & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 1/2"; NO. 1 C., 5/8". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 C., 5/8, 5/4, 6/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4", good widths., from 50% to 75% 14 & 16". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 1 C. & SEL., 5/8, 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8-8/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 4/4", 12" & up, 4" & up, 6 mos. & over dry. COM. & BTR., 3/8, 1/2, 4" & up, 4" & up, 6 mos. & over dry. FAS, 4/4", 6" & up, 8" & up, 6 mos. dry; STRIPS, 4/4", 2 1/2-5 1/2, 8" & up, 6 mos. & over dry; WORMY, 4/4", 4" & up, 4" & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, NO. 1 C., NO. 2 C., all 4/4"; DOG BDS., 6/4-8/4". KELLOGG LBR. CO., INC., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4", av. 7 1/2, 50% 14 & 16", 3 mos. dry; FAS, 5/4", av. 7 1/2, 50% 14 & 16", 6 mos. dry; FAS, 8/4", av. 7 1/2, wide, 60% 14 & 16", 3 mos. dry; FAS, 8/4", 8", 65% 14 & 16", 3 mos. dry; NO. 1, 4/4, 5/4", 60% 14 & 16", 6 mos. dry; STRIPS CLEAR, SND., 4/4", 50% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.

NO. 1 & 2 C., 4/4, 5/4, 6/4", good widths., 60%, 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 5/8, 3/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 1/2, 3/4, 4/4"; CLEAR STRIPS, SND., 4/4x2 1/2-3 1/2, 4/4x4-4 1/2, 4/4x5-5 1/2. STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS, 5/8, 5/4, 6/4", reg. widths. & lgths. dry; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. widths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

SD, WORMY, 4/4, 5/4, 8/4", over 50% 9" & wider, over 60% 14 & 16". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., pl. 3/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & SEL., pl. 4/4", ran. widths., 50% to 60% 14 & 16", 6 mos. & over dry; SD, WORMY, COM. & BTR., TRAM PLANK, all pl. 8/4", ran. widths., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

COM. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 5/4", dry. HARRY H. MAUS, South Bend, Ind.

NO. 3, R. & W., 4/4", 50% 14 & 16", 6 mos. dry. MILLER LBR. CO., Marianna, Ark.

NO. 2 C. & BTR., pl. 4/4, 5/4, 6/4", good widths., 50%, 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., pl. R. & W., 4/4"; NO. 1 C., pl. R. & W., 6/4"; NO. 1 C., pl. R. & W., 8/4"; CYRUS C. SHAFFER LBR. CO., So. Bend, Ind.

NO. 1 C. & BTR., pl. R. & W., 4/4-16/4", reg. widths., std. lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

POPLAR

NO. 1 C., soft yellow, 4/4, 5/4, 6/4, 8/4". AMERICAN COLUMN & LBR. CO., Columbus, Ohio.

SAPS & SEL. & NO. 1 C., all 4/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/8, 4/4", 4" & up, 4" & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good widths., 60% 14 & 16", 6 mos. dry, band sawn; NO. 2 C. & BTR., qtd., 4/4", good widths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 5/8, 3/4, 4/4"; NO. 3 C., 5/8; NO. 2 C., 4/4"; FAS, 5/8; PANEL, 5/8", 18" & up; SAPS & SELS., 5/8", 6-11", Dyersburg, Tenn. NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C. & BTR., Ind., 12/4", excellent width, av. lgths., yr. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

NO. 2 C. & BTR., 5/8-16/4", reg. widths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

SYCAMORE

LOG RUN, 4/4", ran. widths., 50-60%, 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 5/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8, 3" & up, 4" & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

WALNUT

COM. & BTR., 4/4, 5/4, 6/4, 8/4", 5/8", 4" & up, 4" & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

MISCELLANEOUS

PINE

NO. 3 & BTR., 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

SPRUCE

NO. 3 & BTR., 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

TAMARACK

NO. 1 & 2, 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

CRATING

NO. 3 C., softwood, 4/4", av. widths. & lgths., yr. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

FLOORING

HARD MAPLE

NO. 1 & 2, 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, rotary cut, 1/8", 1/16", 6" & wider, 48" & longer (very good lgths.). BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 48-98, 1/16, 6-36, 42-98, 1/8, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ELM

SHEET STOCK, 1/16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 74-92, 1/16, 6-36, 56-86, 1/8, 6-36, 48-96, 3/16, 6-36, 48-86, 1/4, 6-41, 50-97. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 86, 1/16, 6-36, 74-92, 1/8, 6-36, 74-96; 75% 86 & over long. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

Striped mottled, AFRICAN & HONDURAS, Pl. HONDURAS, drawer bottom stock, unusually fine stock. FREIBERG MAHOGANY CO., Cincinnati, O.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers. Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page —)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-9) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 3/4 to 6/4 Sound Wernoy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 11)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 11)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

(*See page —)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer. Charleston, **MISSISSIPPI**

(*See page 11)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 11)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN
NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 101)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page —)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY
Alexandria, **LOUISIANA**

(*See page 671)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & B. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page —)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 46)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 11)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 661)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

"The Oak Is the Most Majestic of Forest Trees."—London.

A. B. C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tchudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page —)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page —)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page —)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

Specials for Prompt Shipment

BASSWOOD		5/4 End Dried White. 4,000'
4/4 Full Log Run.....	250,000'	6/4 End Dried White. 6,000'
4 4 Straight No. 3 C.	50,000'	6/4 No. 1 C. & B., Soft 50,000'
MAPLE		BEECH
4/4 Quarter-sawn	50,000'	5/8 Log Run.....100,000'
4/4 End Dried White..	40,000'	4/4 Log Run.....105,000'
		6/4 Log Run.....30,000'

A Full Stock of No. 3 Common Hardwoods

WRITE US FOR PRICES

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN

A CREDIT BUSINESS

Perfectly Good by Consulting the

RED BOOK

Contains Names and Ratings of

All Who Buy and Sell Lumber in Any Form

SUCCESSFUL COLLECTION DEPARTMENT TOO

Write for terms and particulars

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO NEW YORK

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

SEVERAL THOUSAND LUMBERMEN

are using our Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD

CHICAGO

HARDWOODS FOR SALE

MAPLE

LOG RUN, 1/16", 6-36", 62-98": LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD. SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN & CURLY, Ind. white 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, red, 1/8, 6-36, 36-98, 75% 86 & up long. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 5-30" wide, 4-10" long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches, 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8", 6-37, 62-98, 75% PINE

36 & over long. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96": LOG RUN, 1/16", 6-36", 74-86": SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 48-98, 1/16, 6-36, 56-86, 1/8, 6-43, 36-98; 3/16, 6-36, 36-98; NO. 2, 1/4", 6-37, 36-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide,

36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

SLICED, 1/28"; FIG. BUTTS, 1/30"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind. SLICED & ROTARY CUT, highly figured. FREIBERG MAHOGANY CO., Cincinnati, O. 1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

CROSS BANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

THREE PLY, 1/4", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 1/4", G2S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

BIRCH

THREE PLY, 1/4" x 24x48, G2S; FIVE PLY, 3/4" x 36x72, G1S, 3/4" x 24x72, G2S, 3/4" x 30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4" x 24x72, G1S, 1/4" x 30x72, G1S, 1/4" x 24x72, G2S, 1/4" x 30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/8", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 3/16", G1S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

GUM

FIVE PLY, red, 1/4" x 36x60, 1S, 1/4" x 36x72, 1S, 3/4" x 36x72, 1S, 3/4" x 24x72, 2S, 3/4" x 30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich. QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4" x 24x72, G1S, 1/4" x 30x72, G1S, 1/4" x 24x72, G2S, 1/4" x 30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, 42 to 54 round rim bound, 60x48 & 60x45, rim bound, 28x48, 26x54, 20x60, 26x66, poplar core. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

OAK

PLAIN RED, FIVE PLY, 1/4" x 36x60, 1S, 1/4" x 36x72, 1S, 3/4" x 36x72, 1S, 3/4" x 24x60, 2S, 3/4" x 30x60, 2S, 3/4" x 24x72, 2S, 3/4" x 30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4" x 36x72, 1S, 3/4" x 36x72, 1S, 3/4" x 24x72, 2S, 3/4" x 30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/4" x 36x72, 1S, 3/4" x 24x72, 2S, 3/4" x 30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, qtd., white, 42 to 54, chestnut core, 42 to 54, round plank edge, 42 to 54, round rim bound; TABLE TOPS, library, qtd., white, 26x42 & 28x48, chestnut core;

THREE PLY, pl. white, 1/4", G1S, 24-30 & 36", 60 & 72" long; THREE PLY, pl. white, 1/4", G2S, 24-30 & 36", 60 & 72" long; FIVE PLY, 3/8", G2S, pl. white, 24 & 30 wide, 72 long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

TABLE TOPS, dining, 42 to 54, round rim bound, 60x48 & 60x45, rim bound. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

YELLOW PINE

FIVE PLY, 3/4" x 36x72, 1S, 3/4" x 24x72, 2S, 3/4" x 30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/4", G2S, 24 & 36", 60 & 72" long; THREE PLY, 3/8", G2S, 20-26 & 28" 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company
LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE HAVE A GOOD STOCK OF
5/8 to 16/4 ASH

AND A COMPLETE STOCK OF
4/4 to 8/4 POPLAR

LET US HAVE YOUR INQUIRIES

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

Space—Plus—Service

- 1—Space
(Buying Power, \$376,000,000)
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Section

Economy Commensurate With Value
HARDWOOD RECORD

"Rudolph" May on
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Kwality Kountz
Kwality Kind
Keeps Kustomers Kontented
Keeps down Kix
Kwick shipments. nKwiries solicited

WE STRIVE TO PLEASE

R. R. May Hardwood Co.
616 INTERSOUTHERN BUILDING

W. P. Brown & Sons Lumber Company
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General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
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EIGHT BAND MILLS

ALLPORT, ARKANSAS
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HARDWOODS

OAK, POPLAR ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

Mason-Donaldson Lumber Company

RHINELANDER, WISCONSIN

Manufacturers of
Northern Hardwoods
PINE, HEMLOCK & TAMARACK

BASSWOOD		6 1/4" No 2 Common	87,000'
4 1/4" FAS	75,000'	8 1/4" No 1 C & B	310,000'
4 1/4" Sel & No 1 C	125,000'	8 1/4" No 2 Common	160,000'
4 1/4" No 2 Common	165,000'	10 1/4" No 1 C & B	80,000'
5 1/4" No 2 C & B	175,000'	12 1/4" No 1 C & B	90,000'
5 1/4" No 3 Common	78,000'		
6 1/4" No 2 C & B	130,000'	SOFT ELM	
6 1/4" No 3 Common	60,000'	4 1/4" No 2 C & B	180,000'
8 1/4" No 2 Common	19,000'	4 1/4" No 3 Common	60,000'
BIRCH		5 1/4" No 3 Common	72,000'
4 1/4-12 1/4" No 1 Com & Btr		6 1/4" No 3 Common	50,000'
4 1/4-8 1/4" No 2 Common		8 1/4" No 2 C & B	55,000'
4 1/4-6 1/4" No 3 Common			
1x1 1/4" No 1 & 2 Com 2 cars		ASH	
HARD MAPLE		4 1/4" No 2 C & B	110,000'
1 1/4" FAS	4 cars	4 1/4" No 3 Common	65,000'
1 1/4" No 1 & 2 Com 250,000'		BIRCH & MAPLE SQ	
5 1/4" No 2 C & B	175,000'	1x1 18" to 48"	1 car
6 1/4" No 1 C & B	220,000'	1x1 12" & 18"	5 cars
		1 1/4x1 1/4-12" & 48"	2 cars

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The members of this Exchange — (among the number being many of the most representative men in the lumber industry) — are buying *their*

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**Why Shouldn't You Enjoy The Same Advantage?
(Can You Qualify?)**

Following are some of the reasons why we can offer this *safe insurance AT COST*. They will interest you.

1—More assets to amount at risk than any Stock fire insurance company. 2—Only Preferred risks accepted and frequent Inspection Service. 3—Manager on salary only. 4—Pay no high commissions. Write today for full particulars and last Financial Statement.

NATIONAL LUMBER MANUFACTURERS' INTER-INSURANCE EXCHANGE

710 Lumber Exchange, 11 S. La Salle St.
CHICAGO, ILL.

THE MARK OF RESPONSIBLE FIRE INSURANCE



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Aberdeen Lumber Co.

1221 Lumber Exchange Bldg., Chicago, Ill.

CLARENCE BOYLE

INCORPORATED 1850 INCORPORATED 1913

MANUFACTURERS
AND WHOLESALERS

**Southern Hardwoods
and Cypress**

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

Concentration

Illinois	\$57,245,000
Indiana	41,025,000
Ohio	36,300,000
Michigan	74,020,000
Wisconsin	53,025,000

Total BUYING POWER* \$261,615,000

*Buying power of Hardwood Record subscribers in five states named.

MANUFACTURERS

NORTHERN Hardwoods and Hemlock

Inquiries Are Solicited

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

VON PLATEN-FOX CO. MANUFACTURERS OF NORTHERN WOODS

Offer the following DRY HARD MAPLE

4/4 No. 3 Com....100M	8/4 No. 3 Com....100M
5/4 No. 3 Com.... 50M	12/4 No. 3 Com....150M
6/4 No. 3 Com.... 25M	16/4 No. 3 Com.... 50M

Write for Special Requirements in
No. 3 Common Maple. We have it.

Main Office.....Iron Mountain, Mich.
Chicago Office...1329 Peoples Gas Bldg.

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

J. RAYNER CO. INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SKELDON ST.
CHICAGO



WHAT about your future hardwoods? It is obviously no time to preach "lumber shortage" and we have no such purpose. But it is true that practically no lumber is being made and present shipments are slowly, but surely, wearing down stocks. It is only a question of time when there will be nothing left but a broken lot of low grade for there is no physical possibility of measurably increasing production for many months.

Now comes the easing of the cotton situation—releasing the money with which to carry present mill stocks.

Our judgment is by no means infallible, but doesn't it look to you as though these circumstances would make it a logical time to buy at least a moderate stock? We have further information that would be of vital interest to any lumber buyer who will address us.

ANDERSON-TULLY COMPANY

MEMPHIS

TENNESSEE

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

When in Need of
Northern Hardwoods
WRITE
STEARNS & CULVER
LUMBER CO.
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

MILLER
LUMBER
CO.

Marianna, Arkansas

2 Band Mills
100,000 feet Daily Capacity



Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, NOVEMBER 10, 1921

Subscription \$2
Vol. LII, No. 2

BARNELL-LOVE LUMBER COMPANY

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HARDWOOD LUMBER

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UNIVERSAL
A. B. C. 5th EDITION IMPROVED
WESTERN UNION

THE FOLLOWING IS A LIST OF UNSOLD LUMBER IN OUR YARDS, NEARLY
ALL OF WHICH IS DRY AND AVAILABLE FOR PROMPT SHIPMENT

WE SOLICIT YOUR INQUIRIES AND ORDERS

QUARTERED WHITE OAK	
5/8" FAS	20,000'
5/8" No. 1 Com. & Sel.	75,000'
3/4" No. 1 Com. & Sel.	65,000'
4/4" No. 1 Com. & Sel.	
Strips 2 1/2"-5 1/2"	35,000'
3/4" No. 2 Common	60,000'

PLAIN WHITE OAK	
1/2" FAS	15,000'
5/8" FAS	10,000'
1/2" No. 1 Com. & Sel.	50,000'
5/8" No. 1 Com. & Sel.	10,000'
3/4" No. 1 Com. & Sel.	17,000'
1/2" No. 2 Common	50,000'
3/4" No. 2 Common	15,000'
4" Crossing Plank	40,000'

PLAIN RED OAK	
3/8" FAS	6,000'
1/2" FAS	60,000'
3/4" FAS	20,000'
5/8" 12" & Wdr. Coffin Bds.	40,000'
4/4" 12" to 15" Coffin Bds.	25,000'
3/8" No. 1 Com. & Sel.	2,500'
5/8" No. 1 Com. & Sel.	25,000'
3/4" No. 1 Com. & Sel.	175,000'
1/2" No. 2 Common	65,000'
5/8" No. 2 Common	200,000'
3" Crossing Plank	45,000'
5/8" No. 3 Common	250,000'
3/4" No. 3 Common	200,000'

PLAIN BLACK GUM	
4/4" FAS	8,000'
4/4" No. 1 Com. & Sel.	7,500'
4/4" No. 2 Common	3,000'

QUARTERED BLACK GUM	
4/4" Log Run	20,000'

COTTONWOOD	
4/4" FAS, 6-12"	110,000'
4/4" FAS, 13-17"	15,000'
4/4" No. 1 Com. & Sel.	150,000'

ASH	
6/4" Com. & Btr.	5,800'
12/4" No. 2 Com. & Btr.	30,000'
3/8" No. 1 Com. & Sel.	4,000'
1/2" No. 1 Com. & Sel.	35,000'
4/4" No. 1 Com. & Sel.	30,000'
4/4" No. 2 Common	15,000'
12/4" No. 2 Common	8,000'
4/4" No. 3 Common	20,000'
12/4" No. 3 Common	6,500'

PLAIN RED GUM	
3/8" No. 1 Com. & Sel.	28,000'
5/8" No. 1 Com. & Sel.	25,000'
3/4" No. 1 Com. & Sel.	25,000'

QUARTERED RED GUM	
5/8" FAS	20,000'
3/4" FAS	10,000'
5/4" FAS	15,000'
8/4" FAS	30,000'
5/8" No. 1 Com. & Sel.	50,000'
3/4" No. 1 Com. & Sel.	150,000'
5/4" No. 1 Com. & Sel.	15,000'
6/4" No. 1 Com. & Sel.	30,000'
8/4" No. 1 Com. & Sel.	80,000'

PLAIN SAP GUM	
5/8" FAS, 6-12"	150,000'
3/4" FAS, 6-12"	65,000'
5/8" FAS, 10-13"	65,000'
5/8" FAS, 14-15"	85,000'
5/8" FAS, 13-17"	50,000'
3/4" FAS, 13-17"	45,000'
4/4" FAS, 14-15"	45,000'
4/4" FAS, 16-19"	30,000'
4/4" FAS, 18-21"	45,000'

4/4" FAS, 20" & Up.	26,000'
4/4" Box Bds., 9-12"	15,000'
4/4" Box Bds., 13-17"	48,000'
3/8" No. 1 Com. & Sel.	26,000'
5/8" No. 1 Com. & Sel.	25,000'
3/4" No. 1 Com. & Sel.	50,000'
3/8" No. 2 Common	8,000'
1/2" No. 2 Common	11,000'
3/4" No. 2 Common	40,000'
4/4" No. 2 Common	17,000'
8/4" No. 2 Common	50,000'

QUARTERED RED GUM (Sap No Defect)	
5/8" FAS	25,000'
3/4" FAS	40,000'
5/4" FAS	35,000'
6/4" FAS	15,000'
8/4" FAS	110,000'
5/8" No. 1 Com. & Sel.	85,000'
3/4" No. 1 Com. & Sel.	60,000'
5/4" No. 1 Com. & Sel.	17,000'
6/4" No. 1 Com. & Sel.	12,000'
8/4" No. 1 Com. & Sel.	80,000'

HACKBERRY	
4/4" Log Run	1,200'
5/4" Log Run	7,500'
5/4" No. 3 Common	3,000'

PANTHERBURN CYPRESS	
6/4" FAS, 6-12"	30,000'
8/4" FAS, 6-12"	15,000'
12/4" FAS, 6-12"	20,000'
6/4" FAS, 13-17"	40,000'
12/4" FAS, 13-17"	52,000'
6/4" FAS, 18" & Up.	18,000'
12/4" FAS, 18" & Up.	35,000'
5/4" Select	50,000'
6/4" Select	120,000'
4/4" Shop	200,000'

5/4" Shop	75,000'
8/4" Shop	50,000'
1x6" No. 1 Common	35,000'
1x8" No. 1 Common	50,000'
1x10" No. 1 Common	17,000'
4/4" No. 1 Common	200,000'
6/4" No. 1 Common	20,000'
8/4" No. 1 Common	20,000'
1x6" No. 2 Common	65,000'
1x8" No. 2 Common	75,000'
1x10" No. 2 Common	50,000'
1x6" No. 1 Boxing	80,000'
1x8" No. 1 Boxing	50,000'
4/4" No. 2 Common	200,000'
5/4" No. 2 Common	19,000'
6/4" No. 2 Common	75,000'
8/4" No. 2 Common	15,000'
4/4" Pecky	60,000'
1x6" Pecky	30,000'
1x8" Pecky	15,000'
1x10" Pecky	15,000'
1x12" Pecky	15,000'

ELM	
4/4" 12" & Wdr. Coffin Bds.	15,000'
8/4" Log Run	50,000'
10/4" Log Run	36,000'
12/4" Log Run	15,000'
6/4" No. 2 Common	12,000'
10/4" No. 2 Common	42,000'
12/4" No. 2 Common	15,000'
3/4" No. 3 Common	25,000'

MAPLE	
4/4" Log Run	300'
6/4" Log Run	6,000'
10/4" Log Run	7,000'
12/4" Log Run	400'

PLAIN SYCAMORE	
4/4" Log Run	8,500'

It is understood that our stocks are constantly changing by reason of manufacture and shipment, therefore, the above are offered subject to prior sales and immediate acceptance. We are prepared to surface one or two sides.

OUR SALES REPRESENTATIVE IN THE CHICAGO AND MICHIGAN TERRITORIES IS THE

LELAND STAVE & LUMBER COMPANY

HOME OFFICE LELAND, MISSISSIPPI

MANUFACTURERS AND WHOLESALERS

CHICAGO, ILLINOIS
U. S. A.

F. T. TURNER, PRESIDENT
C. E. ROBBS, VICE PRESIDENT
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CHICAGO OFFICE
1039 MARQUETTE BUILDING
PHONE RANDOLPH 7957
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J. Gibson McIlvain Company

Philadelphia

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

Gateway for the Best Forest Products
of Wisconsin and Upper Michigan

BIRCH ELM

BASSWOOD

HARD MAPLE

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



Buy Hardwoods from Buffalo

Dealers in this important lumber center have unsurpassed facilities for filling your hardwood requirements, large or small. Shipments can move quickly by Rail, Lake or Barge Canal. Hardwood stocks are complete in all varieties and thicknesses—quantities are unlimited.

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods
Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881
965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.
We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

The E & W Lumber Company

NORTHERN and SOUTHERN
HARDWOODS
MILL: EDWARDSBURG, MICHIGAN

The Powell-Myers Lumber Co.

MANUFACTURERS
Native Hard and Softwoods
Band sawn pattern stock—Furniture & vehicle dimension

The Hyde Lumber Co.

SOUTHERN HARDWOODS
Oak, Gum, Cottonwood, Elm, Ash, Tupelo

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of
HARDWOOD LUMBER
MILLS AND YARDS IN TENNESSEE

Boyd-Hillier Lumber Company

OGDEN, UTAH PORTLAND, OREGON
SOUTH BEND, INDIANA
Fir, Spruce, Hemlock, Cedar, White Pine

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

SERVICE
Northern and Southern Hardwoods

H. A. HOOVER

Manufacturer and Wholesaler
Northern and Southern Hardwoods
THICK STOCK A SPECIALTY

RAY B. MAXSON

Manufacturers' Agent
EVERYTHING in HARDWOODS
PLANK AND DIMENSION

The Woodruff-Powell Lumber Co.

SPECIALIZING IN
POPLAR and WALNUT

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana
Concentrating Yards:
Cairo, Illinois, and Troy, Tennessee
HEAVY OAK IS OUR SPECIALTY

DONN PIATT

HARDWOOD CRATING

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND
SOUTH BEND, INDIANA
HARDWOODS AND YELLOW PINE

**THE FULLERTON POWELL
HARDWOOD LUMBER CO.**

Manufacturers Indiana Hardwoods
BAND MILL, LAPORTE, INDIANA

The Coming Hardwood Lumber City

Southern Hardwoods

of standard excellence, including band-sawn white and red oak, gum and ash; Oak Flooring, too! In the same car, as well as square-edge parquetry strips, there are oak trim and mouldings.

*Immediate Service
for Exacting Buyers*

E.L. BRUCE COMPANY
MANUFACTURERS

MEMPHIS, TENN.

Band Mill: LITTLE ROCK

Oak Flooring Plants: MEMPHIS; LITTLE ROCK

WHY MAINTAIN A FIRE HAZARD?

The fact that you have kilns need not increase your insurance rate materially.



Save—

Fire Losses
Insurance Premiums
Kiln Sprinkler Maintenance

And at the same time— Produce
perfectly dried lumber at a minimum cost.

GRAND RAPIDS VAPOR KILN
GRAND RAPIDS, MICHIGAN

BARR-HOLADAY LUMBER CO.

*Manufacturers of High Grade
Southern Hardwoods*

Main Office: Greenfield, Ohio
Band Mill: Louise, Miss.
Branch Office: Indianapolis, Ind.

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK		10/4" No. 1 Com. & Btr.. 2 cars
4 4" FAS	1 car	PLAIN MIXED OAK
4 4" No. 1 Common	3 cars	3/4" Sound Wormy 5 cars
QUARTERED RED OAK		4/4" Sound Wormy 5 cars
4 4" FAS	2 cars	QUARTERED RED GUM
4 4" No. 1 Common	2 cars	4 4" No. 1 Com. & Btr... 2 cars
5 4" No. 1 Common	2 cars	5 4" No. 1 Common..... 2 cars
6 4" No. 1 Common	1 car	6 4" No. 1 Common..... 1 car
PLAIN WHITE OAK		8 4" No. 1 Common..... 1 car
4 4" No. 1 Common	2 cars	PLAIN SAP GUM
PLAIN RED OAK		4 4" No. 1 Com. & Btr... 5 cars
5 8" FAS	1/2 car	5 4" No. 1 Com. & Btr... 4 cars
4 4" FAS	1 car	6 4" No. 1 Com. & Btr... 3 cars
6 4" FAS	1 car	ELM
5 8" No. 1 Common	1 car	6 4" No. 2 Com. & Btr... 2 cars
4 4" No. 1 Common	5 cars	8 4" No. 2 Com. & Btr... 4 cars
5 4" No. 1 Common	2 cars	10 4" No. 2 Com. & Btr... 3 cars
6 4" No. 1 Common	2 cars	12 4" No. 2 Com. & Btr... 5 cars
8 4" No. 1 Common	1 car	6 4" No. 2 Common..... 4 cars

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

WHITE ASH		Clear Strips	
FAS & Select		(No. 1 Common)	
4 1/2" 6" 8-10"	22,000'	4 1/2" 1" 2 1/2" 5 1/2" 8-10"	10,000'
4 1/2" 6" 8-10"	12,000'	4 1/2" 6" up, 8-16"	15,000'
4 1/2" 6" 8-10"	12,000'	4 1/2" 3" up, 1 1/2"	35,000'
4 1/2" 6" 8-10"	36,000'	8 1/2" 3" up, 4-16"	52,500'
5 1/2" 6" 8-10"	18,500'	10 1/2" 6" up, 8-16"	22,000'
4 1/2" 10-12", 10-16"	15,000'	No. 2 Common	
4 1/2" 12" up, 10-16"	15,000'	4 1/2" 3" up, 4-16"	42,000'
5 1/2" 10-12", 8-16"	5,000'	6 1/2" 3" up, 4-16"	31,500'
6 1/2" 6" 8-16"	7,000'	8 1/2" 3" up, 4-16"	21,500'
6 1/2" 10-12", 10-16"	6,500'	COTTONWOOD	
6 1/2" 12" up, 10-16"	5,000'	4 1/2" 1" & 2s, 6-12"	10,000'
8 1/2" 6-9", 8-16"	40,000'	4 1/2" No. 1 Common	33,400'
8 1/2" 10-12", 8-16"	7,500'	4 1/2" Box Bds., 9-17"	24,000'
8 1/2" 12" up, 10-16"	5,000'	SAP GUM	
10 1/2" 6" up, 8-16"	29,000'	5 1/2" FAS	43,000'
12 1/2" 6" up, 8-16"	75,000'	5 1/2" No. 1 Common	43,700'
12 1/2" 12" up, 8-16"	1,000'	RED GUM	
14 1/2" 6" up, 8-16"	5,000'	5 1/2" No. 1 Common	13,900'
16 1/2" 6" up, 8-16"	15,000'	5 1/2" No. 2 Common	3,300'

Dudley Lumber Company

ASH		8 1/2" Sel. & Btr.	
4 1/2" 1s & 2s	12,000'	4 1/2" No. 1 Shop	19,000'
5 1/2" 1s & 2s	10,000'	5 1/2" No. 1 Shop	7,000'
6 1/2" 1s & 2s	28,000'	6 1/2" No. 1 Shop	17,000'
8 1/2" 1s & 2s	53,000'	8 1/2" No. 1 Shop	13,000'
10 1/2" No. 1 Com. & Btr.	35,000'	ELM	
12 1/2" No. 1 Com. & Btr.	12,000'	4 1/2" Log Run	6,000'
4 1/2" No. 1 Common	48,000'	6 1/2" Log Run	11,000'
5 1/2" No. 1 Common	72,000'	8 1/2" Log Run	6,000'
6 1/2" No. 1 Common	68,000'	SAP GUM	
8 1/2" No. 1 Common	80,000'	4 1/2" 1s & 2s	5,000'
4 1/2" No. 2 Common	10,000'	5 1/2" 1s & 2s	98,000'
5 1/2" No. 2 Common	3,000'	4 1/2" No. 1 Common	4,000'
6 1/2" No. 2 Common	18,000'	5 1/2" No. 1 Common	58,000'
4 1/2" 1s & 2s	5,000'	6 1/2" No. 1 Common	9,000'
5 1/2" 1s & 2s	22,000'	8 1/2" No. 1 Common	5,000'
6 1/2" 1s & 2s	6,000'	QUARTERED WHITE OAK	
8 1/2" 1s & 2s	14,000'	4 1/2" 1s & 2s	25,000'
4 1/2" Selects	19,000'	5 1/2" 1s & 2s	11,000'
4 1/2" Sel. & Btr.	18,000'	6 1/2" 1s & 2s	17,000'
5 1/2" Sel. & Btr.	10,000'	8 1/2" 1s & 2s	3,000'
6 1/2" Sel. & Btr.	16,000'	4 1/2" No. 1 Common	54,000'

Welsh Lumber Company

It pleases us very much to advise that the Hardwood Department of this company is now located on the second floor of the Bank of Commerce & Trust Building

It will please us to have our friends call upon us at their convenience. If there is anything that you need in the way of Northern or Southern Hardwoods and you are unable to make us a personal visit, please call Main 4971 and we will be very glad to quote you if possible.

Louisiana Red Cypress Co.

HARDWOOD DEPARTMENT
BANK OF COMMERCE & TRUST BUILDING

WHITE ASH

WHITE ASH		Miscellaneous Hardwoods	
1 1/2" 1s & 2s	35,000'	SAP GUM	
5 1/2" 1s & 2s	13,000'	1 1/2" Com. & Btr.	6,000'
6 1/2" 1s & 2s	24,000'	1 1/2" No. 2 Common	12,000'
8 1/2" 1s & 2s	60,000'	1 1/2" No. 1 Common	8,000'
12 1/2" 1s & 2s	1,000'	5 1/2" No. 2 Common	25,000'
10 1/2" Com. & Btr.	100,000'	6 1/2" Com. & Btr.	20,000'
10 1/2" Com. & Btr.	85,000'	MAPLE	
12 1/2" Com. & Btr.	70,000'	12 1/2" Log Run	8,000'
16 1/2" Com. & Btr.	16,000'	CYPRESS	
4 1/2" No. 1 Common	100,000'	4 1/2" No. 1 & No. 2 Com.	11,000'
5 1/2" No. 1 Common	20,000'	4 1/2" No. 1 Common	15,000'
6 1/2" No. 1 Common	50,000'	4 1/2" No. 1 Common	16,000'
8 1/2" No. 1 Common	150,000'	10 1/2" No. 1 Common	12,000'
10 1/2" No. 1 Common	15,000'	16 1/2" No. 1 Common	2,000'
12 1/2" No. 1 Common	16,000'	4 1/2" No. 2 Common	95,000'
16 1/2" No. 1 Common	12,000'	6 1/2" No. 2 Common	30,000'
4 1/2" No. 2 Common	50,000'	8 1/2" No. 2 Common	15,000'
5 1/2" No. 2 Common	95,000'		
6 1/2" No. 2 Common	30,000'		
8 1/2" No. 2 Common	15,000'		

Thompson-Katz Lbr. Co.

ASH		MAPLE	
4 1/2" 1s & 2s	600,000'	4 1/2" 1s & 2s	1,000,000'
COTTONWOOD		PLAIN RED OAK	
4 1/2" 6 1/4" Log Run	500,000'	4 1/2" 8 1/4" Log Run	750,000'
CYPRESS		PLAIN WHITE OAK	
4 1/2" 8 1/4" Log Run	1,000,000'	4 1/2" 5 1/4" 8 1/4" FAS	25,000'
FLM		8 1/4" No. 1 Common	15,000'
4 1/2" 1s & 2s	200,000'	QUARTERED WHITE OAK	
PLAIN SAP GUM		4 1/2" No. 1 Common	75,000'
5 1/2" 8 1/4" Log Run	1,000,000'	4 1/2" No. 2 Common	47,000'
PLAIN RED GUM		5 1/2" FAS	6,000'
4 1/2" 8 1/4" 1 & 2 Com.	300,000'	TUPELO	
QUARTERED RED GUM		4 1/2" Log Run	60,000'
5 1/2" 8 1/4" C & B	500,000'	SYCAMORE	
		4 1/2" Log Run	2,000'

Grismore-Hyman Co.

QUARTERED WHITE OAK		PLAIN WHITE OAK	
4 1/2" FAS	1,400'	4 1/2" FAS	75,000'
5 1/2" FAS	20,000'	5 1/2" FAS	28,500'
6 1/2" FAS	17,000'	8 1/2" FAS	17,000'
4 1/2" FAS	2,000'	10 1/2" FAS	28,000'
4 1/2" No. 1 Com. & Sel.	84,600'	12 1/2" FAS	70,000'
5 1/2" No. 1 Com. & Sel.	49,900'	16 1/2" FAS	43,000'
6 1/2" No. 1 Com. & Sel.	15,400'	4 1/2" No. 1 Com. & Sel.	282,000'
8 1/2" No. 1 Com. & Sel.	3,000'	5 1/2" No. 1 Com. & Sel.	109,500'
4 1/2" No. 2 Common	43,700'	6 1/2" No. 1 Com. & Sel.	2,000'
5 1/2" No. 2 Common	8,000'	8 1/2" No. 1 Com. & Sel.	14,000'
6 1/2" No. 2 Common	1,000'	10 1/2" No. 1 Com. & Sel.	11,500'
QUARTERED RED OAK		12 1/2" No. 1 Com. & Sel.	30,000'
1 1/2" FAS	20,000'	16 1/2" No. 1 Com. & Sel.	19,000'
1 1/2" FAS	7,800'	PLAIN RED OAK	
4 1/2" No. 1 Com. & Sel.	53,400'	4 1/2" FAS	87,000'
5 1/2" No. 1 Com. & Sel.	7,000'	5 1/2" FAS	38,000'
4 1/2" No. 2 Common	8,000'	4 1/2" No. 1 Com. & Sel.	195,000'
QTD RED AND WHITE OAK		5 1/2" No. 1 Com. & Sel.	75,000'
4 1/2" No. 1 Com. & Btr.	25,000'		

Ferguson & Palmer Company

COTTONWOOD		4 1/2" No. 1 Common..... 2 cars
4 1/2" FAS.....	2 cars	PLAIN WHITE AND RED OAK
4 1/2" No. 2 Common.....	2 cars	4 1/2" No. 2 Common..... 3 cars
SAP GUM		RED GUM
4 1/2" Box Boards.....	1 car	4 1/2" FAS..... 1 car
4 1/2" FAS.....	2 cars	QUARTERED SAP GUM
4 1/2" No. 1 Common.....	1 car	8 1/2" No. 1 Com. & Btr..... 2 cars
4 1/2" No. 2 Common.....	2 cars	SOFT MAPLE
5 1/2" FAS.....	1 car	8 1/2" Log Run..... 2 cars
5 1/2" No. 1 Common.....	2 cars	TUPELO
5 1/2" No. 2 Common.....	1 car	4 1/2" FAS..... 2 cars
PLAIN WHITE OAK		4 1/2" No. 1 Common..... 3 cars
4 1/2" FAS.....	1 car	4 1/2" No. 2 Common..... 2 cars
4 1/2" No. 1 Common.....	2 cars	5 1/2" FAS..... 1 car
PLAIN RED OAK		5 1/2" No. 1 Common..... 1 car
4 1/2" FAS.....	1 car	5 1/2" No. 2 Common..... 2 cars

We specialize in Dimension Stock for manufacturers of Wagons, Implements, Automobile Wheels and Furniture.

C. B. COLBORN

Office, Dimension Mill and Yard
Belt Line R. R. at McLean. P. O. Box No. 795

WHITE ASH

WHITE ASH		WHITE ASH	
4 1/2" FAS 10" & 11"	1 car	10 1/2" No. 1 Com. & Btr.	1 car
4 1/2" FAS 10" & 11"	1 car	4 1/2" No. 1 Common	1 car
4 1/2" FAS Regular	1 car	5 1/2" No. 1 Common	3 cars
4 1/2" FAS Regular	2 cars	6 1/2" No. 1 Common	2 cars
4 1/2" No. 1 Com. & Btr.	1 car	8 1/2" No. 1 Common	2 cars
5 1/2" No. 1 Com. & Btr.	1 car	10 1/2" No. 1 Common	1 car
6 1/2" No. 1 Com. & Btr.	2 cars	12 1/2" No. 1 Common	1 1/2 car
8 1/2" No. 1 Com. & Btr.	4 cars	16 1/2" No. 1 Common	1 1/2 car
10 1/2" No. 1 Com. & Btr.	1 car	4 1/2" No. 2 Common	3 cars
12 1/2" No. 1 Com. & Btr.	2 cars	5 1/2" No. 2 Common	1 car
		8 1/2" No. 2 Common	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

QUARTERED WHITE OAK

3 1/4" No. 2 Com. & Btr.	18,000'
4 1/4" No. 1 Common.	30,000'
4 1/4" No. 2 Common.	20,000'
5 1/4" No. 1 Common.	48,000'

PLAIN OAK

4 1/4" No. 1 Com. (White)	50,000'
4 1/4" Sound Wormy	20,000'
3 1/4" 1s & 2s (Red)	18,000'
4 1/4" 1s & 2s (Red)	15,000'
4 1/4" No. 1 Com. (Red)	128,000'
4 1/4" No. 2 Com. (Red)	50,000'

QUARTERED RED GUM

4 1/4" No. 1 Common	50,000'
5 1/4" 1s & 2s	15,000'
6 1/4" No. 1 Common	56,000'

QTD. RED GUM S&D

5 1/4" No. 1 Com. & Btr	200,000'
6 1/4" No. 1 Com. & Btr	30,000'
6 1/4" 1s & 2s	50,000'
12 1/4" No. 1 Common	19,000'
16 1/4" 1s & 2s	30,000'

PLAIN S&P GUM

4 1/4" 1s & 2s, 6-12"	15,000'
4 1/4" 1s & 2s, 7-17"	15,000'
6 1/4" No. 1 Common	15,000'
8 1/4" 1s & 2s	90,000'
8 1/4" No. 1 Common	75,000'
8 1/4" No. 3 Common	40,000'

QUARTERED S&P GUM

6 1/4" Com. & Btr.	50,000'
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PLAIN S&P GUM

4 1/4" No. 1 Com. & Sel.	35,000'
4 1/4" No. 2 Common	100,000'
5 1/4" Com. & Btr.	100,000'
5 1/4" No. 1 Com. & Sel.	100,000'
6 1/4" Com. & Btr.	40,000'
6 1/4" Nos. 2 & 3 Com.	100,000'

PLAIN RED GUM

4 1/4" No. 1 Com. & Sel.	100,000'
4 1/4" No. 2 Common	100,000'
5 1/4" No. 1 Com. & Sel.	50,000'
5 1/4" No. 2 Common	50,000'
6 1/4" No. 1 Common	25,000'
6 1/4" No. 2 Common	100,000'

QUARTERED RED GUM

4 1/4" No. 1 & 2	4,000'
4 1/4" No. 1 Com. & Sel.	77,000'
5 1/4" No. 1 Com. & Sel.	50,000'
6 1/4" 1 & 2	70,000'
6 1/4" No. 1 Com. & Sel.	150,000'

PLAIN RED OAK

4 1/4" Com. & Btr.	14,000'
4 1/4" No. 2 Common	35,000'
4 1/4" SW	100,000'

QUARTERED RED OAK

4 1/4" No. 1 Com. & Sel.	100,000'
4 1/4" No. 2 Common	30,000'

QUARTERED WHITE OAK

4 1/4" Common & Better	13,000'
4 1/4" No. 1 Com. & Sel.	50,000'

PLAIN WHITE OAK

4 1/4" Common & Better	13,000'
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Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.

Capacity 25 Million Feet per Annum

Sales Office: MEMPHIS, TENN.

4 1/4" No. 1 and No. 2	12,000'
8 1/4" No. 1 Com. & Btr.	3,000'
10 1/4" No. 1 Com. & Btr.	24,000'

COTTONWOOD

4 1/4" Log Run	500,000'
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CYPRESS

6 1/4" Shop & Btr.	40,000'
4 1/4" Shop & Btr.	50,000'

ELM

4 1/4" Log Run	12,000'
8 1/4" Log Run	48,000'
10 1/4" Log Run	23,000'

RED GUM

4 1/4" No. 1 Com. & Btr.	16,000'
4 1/4" No. 1 Common	35,000'

S&P GUM

4 1/4" Nos. 1 & 2	40,000'
4 1/4" No. 1 Common	150,000'
4 1/4" No. 2 Common	75,000'

4 1/4" No. 3 Common	30,000'
5 1/4" Log Run	100,000'

QUARTERED S&P GUM

8 1/4" No. 1 Com. & Btr.	100,000'
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QUARTERED RED GUM

4 1/4" No. 1 Common	38,000'
5 1/4" No. 1 Common	20,000'
8 1/4" No. 1 Common	30,000'

SOFT MAPLE

4 1/4" Log Run	30,000'
12 1/4" Log Run	70,000'

QUARTERED RED OAK

4 1/4" No. 1 Common	25,000'
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QUARTERED WHITE OAK

4 1/4" No. 1 Common	70,000'
4 1/4" No. 2 Common	15,000'

PLAIN RED OAK

4 1/4" Nos. 1 & 2	45,000'
4 1/4" No. 1 Common	100,000'
5 1/4" No. 1 Common	60,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

SERVICE

BASED ON PERSONAL ATTENTION

Having been associated with all phases of southern hardwood production and handling for many years, I am pleased to offer to careful buyers a personal service of unique and distinctive character. Address your inquiries to me personally.

D. S. WATROUS

805-6 CENTRAL BANK BUILDING

Regular Widths and Lengths

QUARTERED RED GUM

4 1/4" F&S, 12 Mos. dry.	36,000'
4 1/4" 1 Com. 12 Mos. dry.	140,000'
5 1/4" F&S, 10 Mos. dry.	21,000'
5 1/4" 1 Com. 10 Mos. dry.	122,000'
6 1/4" F&S, 12 Mos. dry.	36,000'
6 1/4" 1 Com. 12 Mos. dry.	83,000'
8 1/4" F&S, 14 Mos. dry.	52,000'
8 1/4" 1 Com. 14 Mos. dry.	97,000'

PLAIN WHITE OAK

4 1/4" F&S, 10 Mos. dry.	16,000'
4 1/4" 1 Com. 12 Mos. dry.	160,000'

PLAIN RED OAK

4 1/4" F&S, 12 Mos. dry.	36,000'
4 1/4" 1 Com. 12 Mos. dry.	182,000'

QUARTERED RED GUM

(Sap No Defect.)	
4 1/4" F&S, 10 Mos. dry.	76,000'
4 1/4" 1 Com. 10 Mos. dry.	140,000'
5 1/4" F&S, 12 Mos. dry.	43,000'
5 1/4" 1 Com. 12 Mos. dry.	96,000'
8 1/4" F&S, 14 Mos. dry.	81,000'
8 1/4" 1 Com. 14 Mos. dry.	102,000'
10 1/4" 1 Com. 14 Mos. dry.	22,000'

QUARTERED WHITE OAK

4 1/4" F&S, 15 Mos. dry.	18,000'
4 1/4" 1 Com. 15 Mos. dry.	86,000'
5 1/4" F&S, 12 Mos. dry.	22,000'
5 1/4" 1 Com. 12 Mos. dry.	41,000'
6 1/4" F&S, 12 Mos. dry.	18,000'
6 1/4" 1 Com. 12 Mos. dry.	36,000'

Geo. C. Brown & Co.

Quality and Service

Will count in all future transactions in your business and ours. We have Quality Hardwoods and are prepared to serve you.

SEND US YOUR INQUIRIES

Baker-Matthews Lumber Co.

5 1/8" 1s & 2s	50,000'
5 1/8" No. 1 Common	50,000'
5 1/8" No. 2 Common	20,000'
3 1/4" No. 1 Common	12,000'
4 1/4" No. 1 & No. 2 Com.	15,000'
2" Bridge Plank	30,000'
3" Bridge Plank	30,000'

PLAIN RED OAK

5 1/8" No. 1 Com. & Btr.	16,000'
3 1/4" No. 1 Common	60,000'
3 1/4" No. 2 Common	30,000'
1 1/4" 1s & 2s	40,000'
4 1/4" No. 1 Common	200,000'
4 1/4" No. 2 Common	50,000'
2" Bridge Plank	30,000'
3" Bridge Plank	30,000'

PLAIN MIXED OAK

5 1/8" Sound Wormy	20,000'
5 1/8" No. 3 Common	50,000'
3 1/4" Sound Wormy	20,000'

1 1/4" Sound Wormy	40,000'
6 1/4" Sound Wormy	12,000'

QUARTERED RED GUM

4 1/4" No. 1 & Btr.	40,000'
8 1/4" No. 1 & Btr.	20,000'
5 1/4" No. 1 Common	12,000'

QUARTERED S&P GUM

4 1/4" No. 1 & Btr.	50,000'
6 1/4" No. 1 Common	80,000'
7 1/4" No. 1 & Btr.	50,000'

CYPRESS

4 1/4" Shop & Btr.	15,000'
5 1/4" Shop & Btr.	20,000'
4 1/4" No. 1 Common	50,000'
5 1/4" No. 1 Common	30,000'
4 1/4" No. 2 Common	20,000'

PLAIN S&P GUM

4 1/4" No. 2 Common	100,000'
5 1/4" No. 2 Common	100,000'
6 1/4" No. 2 Common	100,000'

COTTONWOOD

1 1/4" No. 2 Com & Btr	450,000'
------------------------	----------

Mark H. Brown Lumber Co.

8 1/4" No. 2 Com. & Btr.	50,000'
1 1/2" No. 1 Com. & Btr.	25,000'
1 1/2" F&S	20,000'
4 1/4" No. 2	150,000'
5 1/4" No. 2	50,000'

QUARTERED RED GUM

3 1/4" No. 1 Com. & Btr.	13,000'
4 1/4" No. 2 Common	30,000'
10 1/4" F&S	7,000'

PLAIN S&P GUM

5 1/8" No. 1 C&B, 13" up	90,000'
5 1/8" No. 2	10,000'
3 1/4" No. 2	25,000'
4 1/4" No. 1 Common, 12"	50,000'
4 1/4" No. 1 Common, 13"	200,000'
4 1/4" No. 2	100,000'
5 1/4" F&S	150,000'
5 1/4" F&S, 13" & wider	15,000'

5 1/4" No. 1 Common	75,000'
8 1/4" No. 2 Common	15,000'

QUARTERED S&P GUM

6 1/4" No. 1 Com & Btr	40,000'
8 1/4" No. 1 Com & Btr	15,000'

PLAIN RED OAK

5 1/8" No. 1 Com. & Btr.	50,000'
3 1/4" No. 1 Com & Btr	30,000'
3 1/4" No. 1 Common	70,000'
4 1/4" No. 1 Common	100,000'
1 1/4" No. 2	50,000'
1 1/4" Sound Wormy	100,000'
5 1/4" No. 1 Common	40,000'
8 1/4" No. 1 Com & Btr	25,000'

QUARTERED RED OAK

3 1/4" No. 2 Com. & Btr.	10,000'
1 1/2" F&S	40,000'
4 1/4" No. 1 Common	100,000'
5 1/4" No. 1	50,000'

QUARTERED WHITE OAK

4 1/4" F&S	4,000'
1 1/4" No. 1 Common	70,000'

The Mossman Lbr. Co., Inc.

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

HARDWOODS

HARDWOODS

Choice Unselected Birch

*From the Heart of the Birch District of
Wisconsin*

- 4/4 No. 1 C&B (35% FAS)... 10 cars
- 5/4 No. 1 C&B (35% FAS)... 11 cars
- 6/4 No. 1 C&B (40% FAS)... 8 cars
- 8/4 No. 1 C&B (75% FAS)... 3 cars
- 10/4 No. 1 C&B (75% FAS)... 1 car

Band Sawed from Large Sound Logs
Let us furnish you with descriptions & prices

C. C. COLLINS LUMBER CO.

MILLS AND MAIN OFFICE
RHINELANDER, WIS.

SPECIALS

Attractively Priced for Prompt Shipment

4/4 Log Run Hackberry.....	50,000
6/4 No. 1 Com. & Btr. Hackberry.....	12,000
12/4 No. 1 Com. & Btr. Hackberry.....	13,000
6/4 Log Run Pecan.....	40,000
6/4 Log Run Hickory.....	22,000
4/4 Softwood Boxing	70,000
5/8 Softwood Boxing	50,000
5/8 Log Run Sycamore	70,000
5/8 Log Run Elm.....	50,000
4/4 Log Run Elm.....	150,000
6/4 Log Run Elm.....	25,000
8/4 Log Run Elm.....	50,000
10/4 Log Run Elm.....	40,000
12/4 Log Run Elm.....	30,000
5/8 Log Run Sap Gum.....	180,000
10/4 No. 1 Com. & Btr. Ash.....	70,000
12/4 No. 1 Com. & Btr. Ash.....	60,000

This lumber is all dry, band sawed, edged
and trimmed and can be shipped promptly

We specialize in
**KRAETZER CURED GUM
5/8 LUMBER**

Write for Complete List with Prices.

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NORTH VERNON, INDIANA

The Imperial Lumber Co.

MANUFACTURERS & DEALERS
HARDWOOD LUMBER
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Chestnut Oak Poplar
Basswood Beech Maple
Oak Flooring

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The Brand of Quality
25,000,000 Feet

Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
Rock Elm, Soft Elm,
Hard and Soft Maple

SPECIALISTS IN KILN DRIED STOCK

THE
Bigelow-Cooper Co.
BAY CITY, MICHIGAN



Hardwood Record

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Published in the interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Vol. LII

CHICAGO, NOVEMBER 10, 1921

No. 2

Review and Outlook

General Market Conditions

THINGS ARE MOST ASSUREDLY MOVING FAST with the advancing autumn, the past two or three weeks having shown a material progress towards normalcy of business and a better establishment of values. Hardwoods are moving today in satisfactory volume, the activity in the upper grades having communicated itself to an increasing extent down the line into the less desirable varieties.

Sufficient improvement has been noted to have changed the manufacturing plans of a certain percentage of mills who are in position to follow their own choice in the matter of manufacturing or closing down. While a few weeks ago it is probable that not more than fifteen per cent of production was going forward, this has been increased in the meantime from about twenty-five to thirty per cent. However, there is hardly a possibility of any great speeding up in production because this is a matter beyond the control of the operators during the winter months, as the open season is apparently over. Thus mills which have gone into the woods have done so for the purpose of producing what logs they could before the shutdown, and inasmuch as very few manufacturers have taken advantage of the open fall season to any great extent, the quantity of logs available for the winter cut will be very small.

In the North, statistical information would indicate a very much restricted input, although there is a considerable accumulation, primarily, however, of the lower grades. With the gradual opening up of the box and crating business, and the probability of considerable expenditures by railroads, measurable inroads may be expected into its supply.

Business is improving strictly because demand has greatly increased. Bona fide orders are the rule of the day, and while there is no indication pointing to a runaway market, the fact remains that both the buyer and the seller are now convinced that hardwood lumber is good property on the present market. Advances have been noted in quite a few items, and in fact so great has been the depletion of some stocks that certain grades are now practically out of the market. A careful survey of the walnut situation gives positive evidence that those buyers who are not covered by late winter will be strictly up against it. HARDWOOD RECORD cautions buyers to forget the skepticism with which they have always been willing to fool themselves in considering stock reports and get into the market

soon for walnut. They will suffer sorely for refusal to accept bona fide reports of stock conditions.

Consuming industries all along the line apparently are showing quite some improvement, though one should very reasonably be cautious in anticipating too great improvement from those lines specifically serving the agricultural trade, as the fundamentals in those fields are still far from satisfactory. However, the main point is that business in general has most certainly passed the bottom point and is now steadily, but consistently, climbing to a position of much more satisfactory outlook. There still remains much to be done before full normalcy is accomplished, but so far as hardwoods are concerned, the man who can buy and is not now buying, is surely piling up trouble for himself.

Shyster Methods Doomed at Cleveland

SHYSTER METHODS by either manufacturer or retailer of furniture were given a death blow at an inspiring meeting called by the vigilance committee of the Associated Advertising Clubs of the World at Cleveland this week. The full report of the meeting occurs elsewhere in this issue. Compulsory adoption by the whole industry of the honest practices of the great bulk of its members, and the total eradication of either intentional or unintentional misrepresentation of materials by manufacturer or retailer are the aims of the committee. And HARDWOOD RECORD wishes to state, without qualification, that the vigilance committee has already accomplished some far bigger jobs than that involved in cleaning the "Augean Stables" of the furniture industry. Having started the work and enlisted the enthusiastic support of big men in the game, the committee will carry it through, and let no man be fooled as to the ability of these gentlemen to make the thing stick once it is fully worked out.

It is most unfortunate that, aside from manufacturers of walnut and mahogany, no representatives of hardwood lumber, the veneer or the plywood industries attended. To the plywood men, attendance at the meeting was important in that discussion of the application of plywood in cabinet making occupied a great deal of time. Possibly, too, the plywood men, had they attended, might have had some good arguments to offer against the rejection of the officially adopted term, "Plywood" in favor of "Built-up."

Manufacturers of other domestic hardwoods, more especially gum and birch, would have experienced conflicting emotions, had they

attended. The principal impression, though, that would have concerned them, was that the movement has great potentialities of good to the manufacturers of these two American species. The meeting went vigorously on record as demanding that each wood be sold strictly on its own merits and by its own name in the form of furniture. The important element in this section is that through this movement the manufacturers of gum and birch will have the support of the entire manufacturing and retail furniture trades in their campaigns to gain that very recognition for their product. The furniture men are entirely aware of the great good which can come to the gum and birch men from this action, but are anxious to carry out the program for the sake of cleaning up their own industry.

The real purpose of this editorial is to state that this movement is not limited in its scope and interest to a few men nor to any group of businesses. It will soon have assumed major importance to all factions in the furniture business, and to all who sell hardwood products to furniture manufacturers, either as lumber, veneers or plywoods. The activities fathored by the vigilance committee demand the attention of all such business men, either as individuals or through association representatives. Such representatives should immediately acquaint themselves with the movement, and should follow it through to its final conclusion.

The Armaments Conference

IT IS ENTIRELY PROPER that a trade paper should at this time have something to say about the armaments conference. That is the most important event with which the world is concerned today. It is equally as important as the Versailles peace conference, which so colossally deceived and disappointed the war-weary hearts of mankind. It offers yet another hope that humanity may be granted some succor from wars and preparations for wars. It touches all of our lives intimately, and its success or failure will have a great deal to do with the relative quantities of happiness and misery which in the future we and our posterity may experience. It is an opportunity which we had not expected when we viewed the wreck of our hopes at Paris and settled into a state of disappointed cynicism.

The present undertaking is one which appeals to the practical mind of the business man. No attempt will be made to deal with glittering abstractions, with transcendent ideals and millennial hopes, wherein the lion and the lamb lie down together and the galaxy of nations, like the morning stars, sing together their peans of peace. No, Washington will call the attention of the ranking nations of the world to the impossible cost of the present system of national defense; will show that continued adherence to this system can only lead to universal bankruptcy and universal misery. Washington will then present a definite plan for a system more reasonable than the present one, which will afford each important nation relatively as great protection as it now has at much less cost. This will ease the burden of taxation, which is fast growing intolerable in every nation in the world. It is the only hope of gaining any material reduction of taxation anywhere. Other reductions can give only trifling relief. Armaments alone make modern

government intolerably expensive and the only real possibility of relief naturally lies in this direction.

The materialistic statesmen of Europe and Asia can understand these things better than they could the exalted ideals of Mr. Wilson, and they know that they have got to listen this time to what America says. This nation is the richest in the world, and in a race of armaments must inevitably win. These foreign cynics are going to ponder long and hard before they reject this opportunity to call the race off. Their people are grumbling ceaselessly at the taxes that are heaped upon them, the specter of revolution—political and economic chaos—is haunting all of them. They must for once forget their imperialistic designs and listen to reason.

It is reasonable to hope that these practical considerations of the overwhelming problems of war may result in good where ideal consideration failed. The great mass of men can not understand abstractions; they distrust and dislike them. But give them some concrete idea to work on; something like the reduction of taxation and their interest and faith will be promptly engaged. The creation of a Super-State, based on the golden rule, such as Mr. Wilson had hoped for, was impossible, because of the innate and ineradicable depravity of mankind. But the limitation of armaments is something that it doesn't take angels to understand, subscribe to or live up to. It is not, in short, "Too good for human nature's daily food."

The Danger of a Little Publicity

MANY A MAN AND MANY A CAUSE has been damned in the public press through the statement of part of the truth without that other part, which alone could make it the whole truth. The lumber industry suffered from many misstatements of an unjustified and unfair nature until it in turn sought to secure a voice for itself through the public press in order that the population at large might more thoroughly understand the lumber industry and its problems. Thus during recent months more and more frequent reference to the lumber industry has been apparent in the daily papers, but unfortunately either through the lack of understanding of the industry or through a continued effect of that sinister influence responsible for many of the previous misstatements, many such news items contain just enough advertising to constitute bad advertising.

For instance, a press dispatch from Washington referring to the plea of the Southern Hardwood Traffic Association for marked rate reduction, states that the Pennsylvania Railroad opposes reduction claiming that it would result in \$7,000,000 annual loss to the Pennsylvania alone. The counsel making this statement further claims that the increases on hardwood freights in 1920 have not reduced traffic.

It is very complimentary that press notices should have been given to this important case, but it is certainly unfair to make these assertions which undoubtedly will win a certain measure of future sympathy without at least briefly citing the facts as given by the Southern Hardwood Traffic Association, which convincingly refute such statements.

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year, in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Northern Shipments Increase

Quarterly Meeting of Northern Hemlock and Hardwood Manufacturers' Association Reveals an Improved and Improving Condition in That Branch of the Industry

The position of the Northern hardwood lumber industry has materially strengthened in the last sixty days. This is a fact which was clearly and decisively expressed in every item of the discussion of conditions which took place at the meeting for the autumn quarter held by the Northern Hemlock & Hardwood Manufacturers' Association at the Athletic Club in Milwaukee, Wis., on October 27. It was shown that since July the production of hardwood lumber has fallen lower in the Lake States than during any period in years. In the face of this unusually low production there has been all along a good average movement of the FAS and No. 1 common grades, while during September shipments ran higher than the cut and during the last four weeks orders have exceeded production fully 25 per cent. It is evident, according to a statement made by Al Klass of Oconto, Wis., chairman of the committee on statistics, that the supply and demand of the upper grades is not far out of balance, and that while there has been a great accumulation of the lower grades, they are again beginning to move.

Another hopeful sign is that the estimated log input for the period of October, 1921, to April 1, 1922, is only a little over one-third of normal, or 290 million feet of hemlock and hardwoods, as compared to 672 millions in the winter of 1919-1920 and 606 million in 1920-1921.

Shipments are increasing daily, according to a statement made by O. T. Swan, secretary of the association, and both September and October have witnessed a reduction in stocks.

The heaviest problem which the northern manufacturers have to face in the next few months is the marketing of their No. 2 and No. 3 grades in hardwoods, but the outlook in regard to these grades is more hopeful than at any time during the year, because of the increased activity in the box making industry and in the demand of the furniture industry for crating.

While the biggest demand is for the FAS grade, there is now every evidence that No. 1 common will from now on steadily increase in value.

Edward Hines, head of the great Edward Hines lumber interests, who had just returned from a ninety-day tour of Europe, was present at the meeting, and declared that he was amazed at the change for the better in the lumber industry that he found upon his return. In fact, he discovered an "amazing improvement" in all American industrial groups. He landed in New York and later visited Pittsburgh and other industrial centers, where he discovered that "everything is going up," that "everybody is broadening out and increasing activities" and that buyers are watching these activities and increasing their purchases accordingly. He cited the fact that the railroads are out trying to cover their needs for ties and the very significant fact that the furniture industry in all centers is buying more crating than for months. "When the furniture industry is buying crating, you know that it is shipping furniture," he said.

"I am mighty optimistic about conditions in this country," Mr. Hines asserted, summing up his reactions to the remarkably changed conditions.

President Fox's Address

M. J. Fox of Iron Mountain, Mich., the dynamic president of the association, said that conditions have undergone a marked improvement in the past ninety days. But Mr. Fox regretted the fact that prices being secured for lumber are still so low as not to allow a profit. He said it appeared that the industry is paying more for wages than perhaps it should. The consensus of opinions which he had gained from business friends and acquaintances who have recently returned from Europe, he said, are to the effect that Ameri-

can manufacturers must get their costs down and produce their commodities cheaper in order to meet the competition which has developed abroad. It appears, Mr. Fox said, that the only way to do this is to reduce wages, though this is a thing which a good American always regrets to do.

This led Mr. Fox to a reference to railroad labor wages and he declared that railroad rates and wages are too high and must come down.

Mr. Fox opened the meeting with a most thoughtful and instructive discussion of the value of trade association activities. He said that if the association which he headed had never added a dollar to the profits of the members, it had been worth all that they had contributed to it, because it had enabled them to know one another well, and to tackle their common problems together.

Trade association work is to the business man, Mr. Fox said, what post-graduate work is to the physician or the lawyer, or other professional man. This is the only kind of "post-graduate" work that the business man does, he said.

Associations are necessary, he said, in order that the business men of the country may solve the industrial and commercial problems that our complex civilization brings.

Mr. Fox thought it a most happy fact that his own association had brought together and made friends of men who formerly looked upon one another with suspicion and dislike. "The spirit of the times is live and let live, and that's the spirit of association work," said Mr. Fox. He said that the lumbermen had best understand one another, as they have enough to do to fight the elements and to contend with "banking and bankruptcy," let alone fight one another. The hardships of the lumber industry had made its members a "rugged sporting class," he said.

President Fox paid a generous compliment to the trade press, declaring that the lumber trade papers had done as much for the lumber industry as anything outside of association work and "are the best friends we have. The trade papers have been a great factor in helping to take the slivers out of the lumber industry," he said.

He closed his talk by urging that now is the time to "Do Something and Buy Something."

Special Forestry Meeting

One of the most important actions taken at the meeting was the adoption of a motion put by E. A. Hamar to hold monthly instead of quarterly meetings for the next four months, and to devote one of these meetings chiefly to a discussion with Chief Forester Greeley and the foresters of the Lake States of forestry problems.

This motion was the culmination of two suggestions, one made by Mr. Hines and the other by R. B. Goodman of the Sawyer-Goodman Company. Mr. Hines said that he thought that during this period of violent flux in the lumber industry, when new problems arise almost over night, the members of the association should come together more frequently than every quarter. Mr. Goodman urged the necessity of giving more attention to the problem of forestry management. These two ideas were discussed and in conclusion embodied in the one motion.

Mr. Goodman's suggestion was made as a preface to his usual valuable discussion of Federal revenue and other legislation. He started out by saying that the association should devote an entire day's session to the question of forest management, because there is no blanket method that can be applied to the diversity of forestry problems encountered in the Lake States region. The varied char-

(Continued on page 20)

*Sawing of the Log

By F. G. Norcross

President of The Appalachian Logging Congress

There is no stereotyped rule that you can lay down to follow in SAWING OF THE LOG, but a general rule governing in so far as defects are discernible, and for this reason all methods must be subject to variation from any rule owing to development of unseen defects while sawing.—Author's Note.

The moment your log is rolled on to your carriage the log cost ceases. The problem is then up to the saw mill department to get all the possible high grade lumber from the same as any profit lies between the log cost and the value of the output in manufactured lumber, F. O. B. mills, and it goes without saying that the more high grade lumber produced, the larger profit will accrue to the manufacturer.

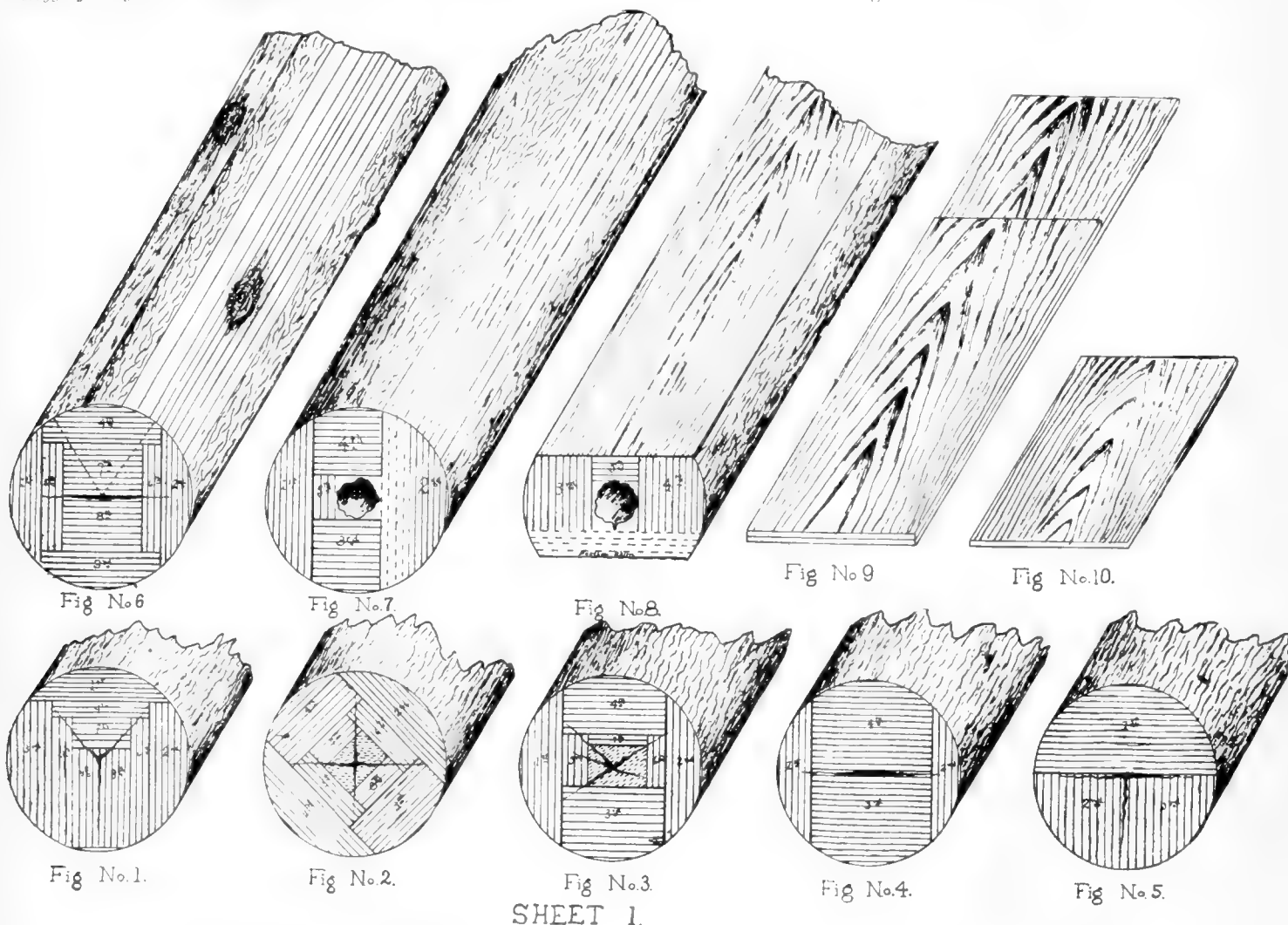
In computing the cost of your logs, you take into consideration:

1. Stumpage value.
2. Cutting down and sawing up into logs.

*An address delivered at the Sixth Annual Meeting of the Appalachian Logging Congress in Knoxville, Tenn., on Oct. 19, 1921.

3. Skidding and hauling to railroad or sawmill.
4. If a railroad proposition, cost of hauling on cars.
5. Freight rate or cost of transportation to mill.
6. Cost of unloading.
7. Skidway labor costs.

To illustrate the several methods of SAWING OF THE LOG, I herewith submit diagram showing how logs should be cut out to obtain the greatest number of feet to be produced. Also the elimination of defects with least loss to obtain the most high grade lumber in the sawing of the same. These methods are to apply under general rules for sawing, but you must always remember that the methods set forth may be changed or varied as unseen defects develop, always bearing in mind that seen detrimental defects are considered in the first position when the log is placed on the head blocks, for, if error is made in the first placement of the log, and it is incorrectly placed, you meet with losses all through the sawing process. Your sawyer must be educated to the point of keeping all four sides of his log in his mind. When the side to the saw



SHEET 1.

- Fig. 1—Three-way Triangular Cracks
 Fig. 2—Right Angle Quarter Cracks
 Fig. 3—One End Three-way Crack; Opposite End, Heart Crack
 Fig. 4—Straight Across Head Cracks, Both Ends
 Fig. 5—Three Three-way Right Angle Cracks

- Fig. 6—Knots Showing on Three or Four Sides
 Fig. 7—Hollow Swell Butted Logs
 Fig. 8—Same Log as Cant, Showing When Taper Is Cut Off
 Fig. 9—Showing When Getting Second and Third Board of Taper Portion
 Fig. 10—Showing When Getting First Board After Taking Feather Wedge Off

develops a lower grade board than any of the other three sides shown, he should change, always working on the highest grade surface of the log. By doing this the average selling price can be increased ten percent.

Cut for Quality

You had better cut for QUALITY rather than for QUANTITY. It is more profitable.

Another point your sawyer should be instructed upon is that when a log develops knots and defects, to always place the log on the carriage so that the knots and defects will occur on the edge of the boards sawn as much as possible. This will enable edging off knots and defects, thereby raising the board in grade. To be sure, as you continue sawing, the knots will keep developing nearer the center of the board (See dotted knot angles, Fig. 6, Sheet 1). Then turn down and saw on the other side, bringing the location of the knots again to the edge of the board, and repeat as shown in diagram. (Fig. 6, Sheet 1.)

Another point to instruct your sawyer to remember is that a crack running obliquely across the board will close up in seasoning, while a crack occurring in the board at right angles to its face will continue to split farther into the board in seasoning. Avoid as far as practicable right angle cracks in the board when sawing, thus, for illustration, see Fig. 7, Sheet 2.

Ties and Dimension

When sawing for ties, try and have cracks come diagonally across the end of the tie (See Fig. 2, Sheet 1. Not as shown in Fig. 8, Sheet 2.)

When placing log on carriage with three-way cracks, place as shown in Fig. 1, Sheet 1. (See diagram.) When placing logs on carriage with heart cracks, hollows, knots, shakes and defects, see diagrams, Figs. 2, 3, 4, 5, 6, 7 and 8, Sheet 1. Also for method of sawing out taper, see Fig. 7 and 8, Sheet 1. (See dotted line) and for produced boards in this method, see Fig. 9 and 10, Sheet 1.

In sawing Oak logs, it is customary when cutting ties, crossing plank or building timbers to stop cutting into boards as shown by broken hatched lines in Figs. 2 and 3, Sheet 1, producing same box hearting as far as possible. Otherwise cut as shown in Figs. 4 and 5, Sheet 1.

Quarter Sawing Oak

When quarter sawing, place log on carriage to cut as shown in Figs. 1 and 3, Sheet 2, but you will find it more profitable to place as shown in Fig. 1, instead of Fig. 3, Sheet 2, as you will obtain a wider run of quartered lumber, a greater amount of feet of good figured lumber and more feet produced from the log.

It is also very important when quarter sawing Butt Oak logs which nearly always have considerable taper, to telescope your knees so as to take the first slab off to show as even width face as possible, and of sufficient width to a good flat bearing on the blocks when setting out to take your first flitch. In taking off your first flitch ("A"), telescope your knees so as to divide the taper on the log in one-half, so, after sawing through and on past the heart, the remaining flitch ("B") will absorb the remaining half of the taper. When doing this and you come to saw up, quartering your flitches as shown in Fig. 2, Sheet 2, your boards will be tapered, and, as the best quartered figure shows near the saw edge of all your quartered boards, this will give your edger the leeway to edge off the taper on the plainer figured or heart edge of the boards, and you will produce better figured boards all through your production. (For this edger process see Fig. 4, Sheet 2, as shown by dotted line.)

After flitch ("A") is taken off and thrown back on the skids, saw on through and passing the heart as shown in Fig. 1, Sheet 2, until you begin to lose the quartered figure. Then with flitch ("B") still on the carriage, cant back, throwing flitch in position as shown in Fig. 2, Sheet 2 (dotted lines). There will be less loss in feet in sawing as shown in Figs. 1 and 2, Sheet 2, than if sawn as shown in Fig. 3, Sheet 2.

In plain sawing clear or high grade logs in poplar, chestnut and other varieties, saw as shown in Figs. 1, 4 and 5, Sheet 1, and you will find a wider average run of lumber produced, and a class of lumber free from bad cracks, and when sawing logs with a few scattered knots, as shown in Fig. 6, Sheet 1, you will produce more high grade lumber from your knotty logs.

Chestnut

In sawing butt chestnut logs (and all butt logs contain considerable taper and many of them have ring shakes) it is very impor-

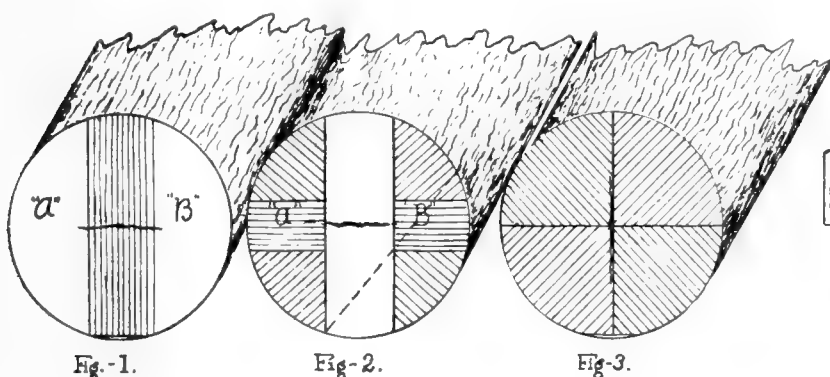


Fig. 4.

SHEET 2.

Fig. 1—Shows the Most Desirable Way to Quarter Saw Your Oak Logs

Fig. 2—Shows Method of Cutting Up Your Flitches "A" and "B"

Fig. 3—Shows a Second Way to Quarter; Not as Desirable as Fig. 1

Fig. 4—Shows Method of Edging Your Quartered Board

Fig. 5—Shows Method of Sawing Basswood and Buckeye

Fig. 6—Shows Method of Sawing a Ring Shake Log

Fig. 7—Shows Method of Sawing Log With Lightning Streak or Wormy

Fig. 8—Shows the Improper Way to Have Heart Cracks Occur in Sawing Ties, Crossing Plank and Timbers

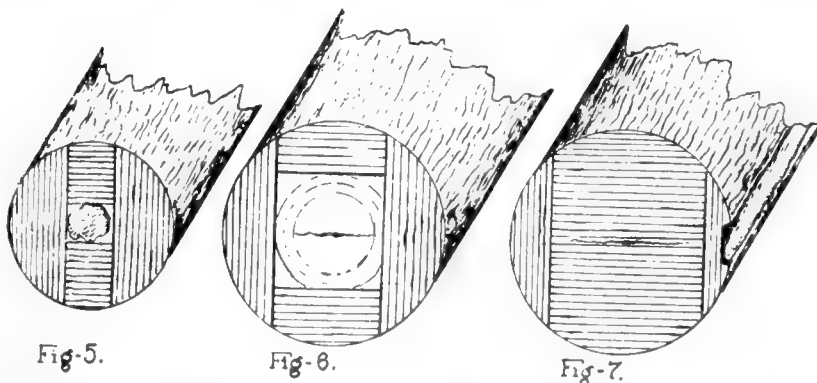


Fig. 5.

Fig. 6.

Fig. 7.

Fig. 8.

tant to telescope your knees so as to have your boards of even width face as much as possible, leaving your knees still telescoped when turning to saw the second side as shown in Fig. 7, Sheet 1, until you strike the defect, be it shake, worm holes, rot or hollow, then, before turning your cant down, set your knees parallel by pushing back your narrow end of the cant and saw off the taper of the cant in boards, either two or three boards, which number will be governed by the taper and as shown in Fig. 7, Sheet 1, and Figs. 9 and 10, Sheet 1, showing board cut off to parallel your cants before turning down to saw your third side of the log. Unless this method is used and you take no taper out on your first and second sides, you will produce a series of tapered boards necessitating deep edging and cut off ends, reducing the average length of your lumber and also producing cross-grained lumber, more subject to warping in seasoning and less feet produced from the log. The same rule applies to sawing poplar, shaky, wormy and taper butt logs.

When chestnut shows worm holes as you saw towards the heart, then you will have to change your method and keep rolling your squared cant continually to take off your all clean boards from all four sides. Then cut your wormy square so that the heart cracks come in a few boards at the heart. (See Fig. 6, Sheet 2.)

Basswood and Buckeye

In cutting basswood and buckeye, you are aware that the sap wood predominates in both varieties and the larger amount of the lumber produced will be sap wood, and it is also the most valuable part of the log, and the heart wood is of small value, especially is this true of buckeye, which is practically worthless. These conditions make it necessary to saw up to the heart wood of the log before turning, in sawing the first side as shown in Fig. 5, Sheet 2, showing heart wood by broken hatched lines. Many butt basswood logs show hollows, making it important to telescope the knees to take out the wedge in the heart or hollow.

Ash

Ash is the most subject to four-way cracks of any variety of logs. You will be called upon to employ the method shown in Figs. 2 and 5, Sheet 1. In Fig. 2, where right angle four-way cracks occur, you continue to turn your cant often in order to keep your cracks continually on the edge of your boards, but in the three-way cracks you saw as shown in Fig. 5, Sheet 1, placing the half of the log that is free from cracks first to the saw, cutting up to the heart crack, then turning flat down on your blocks and cut up to the heart crack, thereby your cracks occur in only one or two boards. (See second and third sides.)

General Rule

When you are compelled to choose between bad large knots and heart cracks, place your log side to the saw so as to get your boards as clear as possible and turn so as to keep your knots on the edges of your boards as much as possible. This will necessitate the rolling of the cant often, and you may have to sacrifice some lumber to cut off or edge your cracks, but you will gain in quality. This is more desirable than ignoring knots and cut for cracks.

Dimension Cutting

In cutting dimension timbers, always place the concave side of your log to the saw first in case your log is crooked; take off your boards until you show a face sufficient to make the dimension of your timber required. This prevents showing wane in the middle of the timber, and you are assured of getting your sized timber from your log, even more so than if you turned your convex side of the log to the saw, and by doing so you are apt to take off too many boards before turning. Then you find it impossible to get the size timber required from the log.

Your Sawyer

First—He should be given a National inspection rule book and instructed to study it thoroughly. He must know the grades desired and as they develop to intelligently saw the log.

Second—He should instruct his setter and dogger to watch closely his signs as given that he may get his production required from the logs.

Third—He should take the saw off from the wheels (when band saw is being operated) the moment it is cutting bad lumber.

Fourth—He should inspect his carriage, set works and equipment and keep same in good repair. Also he should see that his off-set is properly working.

Fifth—He must see that his log is securely and properly dogged to avoid accidents.

Sixth—He should be instructed to slab light, not over four inches face on the first line.

Seventh—He should see when he begins work that his steam valves are working correctly, and when he first admits steam to his gun he should use caution not to open up too wide, but to work his carriage backward and forward easily to allow all condensed steam and water to pass out through the exhaust valves, otherwise serious accidents may occur. Especially is this necessary in extremely cold weather, and to see that all steam pipes are properly drained at night and when closed down.

Eighth—He should use due care in the use of his nigger, as severe damage to lumber can be done if carelessly used, especially when striking a knock back blow, which at times needs to be very heavy. The blow should be given with a downward stroke of the nigger, throwing the teeth upward and striking the face of the cant flat. This is very important when you roll your cant often, as is necessary when sawing as shown in Fig. 2, Sheet 1.

Ninth—He should be observing as to indication of unseen defects developing and change the sawing line so as to always get the highest grade of lumber in the log, otherwise miscut grades will be made, especially in cutting thick stock or plank.

Tenth—He should be instructed to finally cut for QUALITY, not for QUANTITY.

Logs

Crooked logs are not only an abomination but a waste of good stumpage, and a large percent of the lumber cut from such logs is cross-grained and undesirable, and especially when being worked in the planing mills. Bad logs and large knotty logs are unprofitable in the general sense of the production of good lumber. Crotch and burly logs are an exception when suitable for veneer work. Figured logs should not be sawn, but sold to veneer trade.

Extension of Time for Filing Amended Returns

Although the Commissioner of Internal Revenue has not yet issued a formal ruling, it is expected that he will promptly give notice of the decision reached on October 29 to extend until February 1 the time for filing amended returns under Treasury Decision 3220 which had required that these returns be filed on or before November 24, 1921.

Before the time prescribed in the new forthcoming order the Federal Revenue Bill now under consideration by Congress will undoubtedly have been passed granting further relief by way of extension of time of payments not to exceed eighteen months.

It should be understood that there is, of course, the possibility that the bill as finally passed will not contain this relief provision in its present form, but it is in fact likely that the rate of interest to be charged on deferred payments will be 6% or 6½% instead of the 8% as provided in the House Bill.

In any event after the forthcoming order is issued, which will probably be within a week, the taxpayer will have until February 1, 1922, to file amended returns and make payments, irrespective of additional legislation.

The Southern Pine Association, the Georgia-Florida Mill Association and the North Carolina Pine Association have asked that the Interstate Commerce Commission give consideration to the reduction of rates on lumber in connection with any investigation the Commission may make into the general level of rates on various commodities.

News from the National Capital

Administration Awaits Court Decision on Open Trade Associations

The administration's policy toward open trade associations is not to be revealed at this time. A conference between Secretary of Commerce Hoover and Attorney General Daugherty about ten days ago resulted in a decision to postpone any announcement to the business public of the government's policy toward this question, pending the appearance of the decision by the Supreme Court of the United States in the anti-trust suit against the American Column & Lumber Company, now pending.

The solicitor-general, in arguing the case, said that a decision upholding the practice would sound the death knell of the Sherman law.

It is the attorney-general's opinion that the issuance of a statement from any branch of the government as to a general policy toward these organizations would be untimely during the pendency of a suit at law involving this very question. A decision may be handed down in the lumber case before many weeks, after which time presumably some statement of the administration's policy toward open price associations will be made.

It is understood that Secretary Hoover favors the issuance of the statement now, but has deferred to the views of the attorney-general, on account of the legal question involved.

The attitude of Secretary of Commerce Hoover toward trade associations was expressed in an address on October 28 before the organizing meeting of the Synthetic Organic Chemical Manufacturers' Association, a new trade association. The secretary's statement was of special interest following so closely upon the decision, arrived at during the conference between himself and Attorney-General Daugherty, that the administration would not make a statement of policy of the government toward trade associations during the pendency of the lumber association suit before the Supreme Court.

The burden of the secretary's remarks, which are to be regarded as an expression of his personal view, rather than an official administration statement, was to the effect that the trade association idea is sound despite the fact that it has been brought into partial disrepute by a few unfair bodies which may have used their organizations for restraint of trade. He said:

The trade associations throughout the country have been subject to a great deal of criticism because some very small minority of the associations have undertaken practices that were, in fact or in suspicion, a violation of the restraint of trade acts. A short time ago a canvass was made of trade associations to find the number that embraced in their category of effort those particular functions that are subject to a suspicion, and it was found that less than ten per cent of the trade associations of the United States have any functions of that character at all; that there were associations that had been created under the name and cloak of trade associations for the purpose of restraint of trade and of combination; that it had brought the whole world of trade associations into some criticism. But that canvass and knowledge of the department of the working of the vast majority of trade associations in this country convinces me that the objective of these organizations is not in the remotest sense against the public interests; that, in fact, a study of the trade associations that we made shows something like thirty different lines of activity in which they were engaged governing a great range of educational subjects, matters of improvement in fundamental practice in the industry as to trade questions, interest in matters of transportation, elimination of waste, foreign trade—some thirty-four different activities; and of all those activities there have been embraced only two that were at all subject to discussion as to whether or not they were against public interest in even a remote sense, and, as I say, less than a very small fraction of these associations were even engaged in those.

So that I feel that the trade associations have been unduly criticised and that they do contain in them a tremendous possibility, and, in fact, the only avenue that I can see by which the government can get into contact with the trades in the mutual advancement of some of our most fundamental interests, and it is the only avenue that I know where it is possible to take up these collective problems and get some solution.

Secretary Hoover estimated that the organic chemical industry

had saved a billion dollars by the utilization of products which, without organic chemistry, would have been wasted. He said:

The Department of Commerce has taken a very large interest in this waste question in a great many aspects because we have established in the United States a standard of living, a rate of wage that implies a standard of living higher than that of any other quarter of the world. We, none of us, want to see that standard diminished. We can only hope to see it maintained in the face of the competition of the world of a lower, and, in fact, a lowering standard of living if we can eliminate every possible waste that there is in American industry.

I know of no way by which we can undertake the solution of these collective questions of that character except by the co-operative organization of the men in an industry, that we cannot go on and hope to make the progress that will maintain this standard of living in the face of the competition that we have in front of us, unless we can make some progress in the collective sense. So far as I know, the only way that we can hope for it is through the organization of associations that will take up the problems that are common to all; that gain inch by inch the efficiency and stability that makes for national efficiency.

Rates proposed on box shooks from points in Virginia, North and South Carolina to destination in New York and other eastern states were found not justified by the Interstate Commerce Commission.

The suspended schedules were consequently ordered cancelled. It was proposed to erase certain specific rates on box shooks and substitute prevailing lumber rates. The schedules involved were protested by the Shook Manufacturers' Association, the North Carolina Pine Association and various shippers.

Hardwood Sales Code Committee Begins Its Labors

The sales code committee of the National Hardwood Lumber Association has actively begun its work of laying the foundation for the sales code to be submitted to that organization at its next annual meeting.

The committee has held no formal meeting, but the members have been in touch with each other and they have adopted the plan of addressing a letter to about forty lumber clubs and other organizations identified with the hardwood lumber industry, requesting the secretary of each to ascertain from his own members their views as to "which should or should not enter into a sales code" and to communicate to it the results of this canvass.

The committee is very strongly of the conviction that all branches of the hardwood industry engaged in buying or selling lumber in wholesale quantities should be given an opportunity of expressing their ideas as to what a sales code should really contain, and that a sales code, to be practicable and effective, should express customs and practices built up over a long series of years in the hardwood industry. It is therefore taking this means of thoroughly canvassing sentiment of those organizations believed by it to be interested in the sales code question.

The committee is prepared to push this matter as rapidly as possible. It states that, if necessary, follow-up letters will be addressed to all organizations which do not respond promptly. However, it will not attempt formulation of the code until it knows pretty well, from the views received, what is really wanted.

Earl Palmer of the Ferguson-Palmer Company, Inc., Memphis, is chairman of the committee. The other members are: M. M. Wall, J. H. Maassen, R. B. Goodman and Charles H. Barnaby.

Mr. Palmer says that the committee will meet with the board of managers of the National Hardwood Lumber Association at Chicago in December or January and that further announcement in connection with the sales code will probably be made.

The committee realizes quite fully the responsibilities of the work

assigned to it, and it is quite apparent, from the letter sent out and from the statement of Mr. Palmer, that it proposes to make the code as comprehensive as possible.

The letter mailed to the organizations believed to be interested in a sales code follows:

This committee, the names of the members of which appear in the heading of this sheet, was authorized by the membership of the National Hardwood Lumber Association at the latest meeting of that organization and was appointed by the president thereof. The function of this committee, as understood by its members, is to develop a sales code that shall be of assistance and mutual benefit to both the seller and buyer in transactions involving the sale and purchase, in a wholesale manner, of hardwood lumber.

This committee has given careful consideration to the difficulties surrounding a proper discharge of the duties imposed upon it and has arrived at the following conclusions:

1—That any such code in order to be effective must express the approved customs that already prevail in a majority of transactions involving the sale and purchase of hardwood lumber, and must have the assured support of not less than a majority of those who are engaged in such transactions.

2—That all regulatory measures, whether assumed by agreement or imposed by statute, have their source in custom. No regulation can possess an impelling force unless it embodies a custom created by men in the discharge of their ordinary vocations.

3—That it is therefore essential for this committee to determine what customs are largely recognized, accepted and acted upon by a majority of those who carry on dealings in a wholesale manner in hardwood lumber relating to terms of sale and purchase of that commodity.

4—When this is accomplished, it will be the further duty of this committee to reduce these customs to concrete expression in the form of a sales code which shall be practicable, usable and satisfactory to all who sell or buy hardwood lumber in a wholesale way, and submit the same to the membership of the National Hardwood Lumber Association at the next

annual meeting of that organization for such action as that membership may see fit to take.

It is obvious that, in order for this committee to obtain a sufficient amount of information from which to construct such a code, it must advise with all branches of the trade and with wholesale consumers of hardwood lumber, to the end that the results of its efforts be not of an exparte nature, but that they be composite in quality, reflecting both sides of the picture.

It is a practical impossibility for this committee to come in personal contact with all the individuals who make up the essential classifications enumerated above for the purpose of learning the views of each upon what should or should not enter into a sales code. The committee has, therefore, decided to seek the information which it requires from the various local lumber clubs and other trade organizations whose memberships are made up of individuals who from the nature of their business may reasonably be expected to have an interest in the unification of trade practices relating to the sale and purchase of hardwood lumber.

It is with the above purpose in view that this communication is addressed to you. Will you, at your early convenience, take this question up with the members of the (name of organization addressed) and obtain from them definite and constructive suggestions upon the formation of a sales code and, when a response is received from them, submit to this committee the conclusions at which your organization has arrived concerning the matter?

The sales code committee was appointed by President Taylor at the last annual of the National association, following decision of that body in favor of "a" sales code. Readers of *HARDWOOD RECORD* are doubtless familiar with the fact that this decision was reached in lieu of the adoption of "the" sales code submitted by the sales code committee of the Lumbermen's Club of Memphis.

The last named organization, which fathered the code submitted at the last annual, has two members of the committee named by President Taylor in the persons of Mr. Palmer and Mr. Maassen.

Northern Shipments Increase

(Continued from page 15)

acter of timber and land in Wisconsin and Michigan, the difficulty of determining whether a given tract of land is agricultural or "waste" land, the involved taxation problem, makes the whole subject a most difficult one. "It is a grave mistake for any one in this region, charged with the stewardship of a minimum of a ten-year timber supply to ignore the problems of forestry management," Mr. Goodman stated. "Forestry is not a quiescent, but an active thing; it can not be ignored. The timber operator who goes in and cuts down trees with nothing to guide him but the limited topographical survey made by a woods foreman, as most of us do, is neglecting a very important part of his business.

"I admit I do not hold a solution for this problem," he continued. Then he suggested that an appointment be made with Chief Forester Greeley to discuss with him the question of the management of their timber holdings.

Inspired by a statement by A. L. Osborn of Oshkosh, Wis., chairman of the Legislative Committee, of the railroad problem, then most acute because of the imminence of a nation-wide strike, the association adopted a resolution addressed to the President of the United States disapproving any compromise in the dispute between the railway employers and the unions.

Osborn Flays Compromisers

The compromise of the railroad controversy was condemned by Mr. Osborn in the following characteristically vitriolic style:

Our railroad labor board conceives it to be its duty to bring about a compromise that will prevent a strike. If it is wise and meet that compromises shall always be effected with robbers who break into our houses to steal because they threaten to shoot if their robbery is not submitted to gladly we ought to compromise in this case, but if the sensible treatment is to tell the burglar that holds a pistol that is not loaded, that there can be no compromise, we should not treat with railroad labor on any other basis than that it accept just such pay and just such working con-

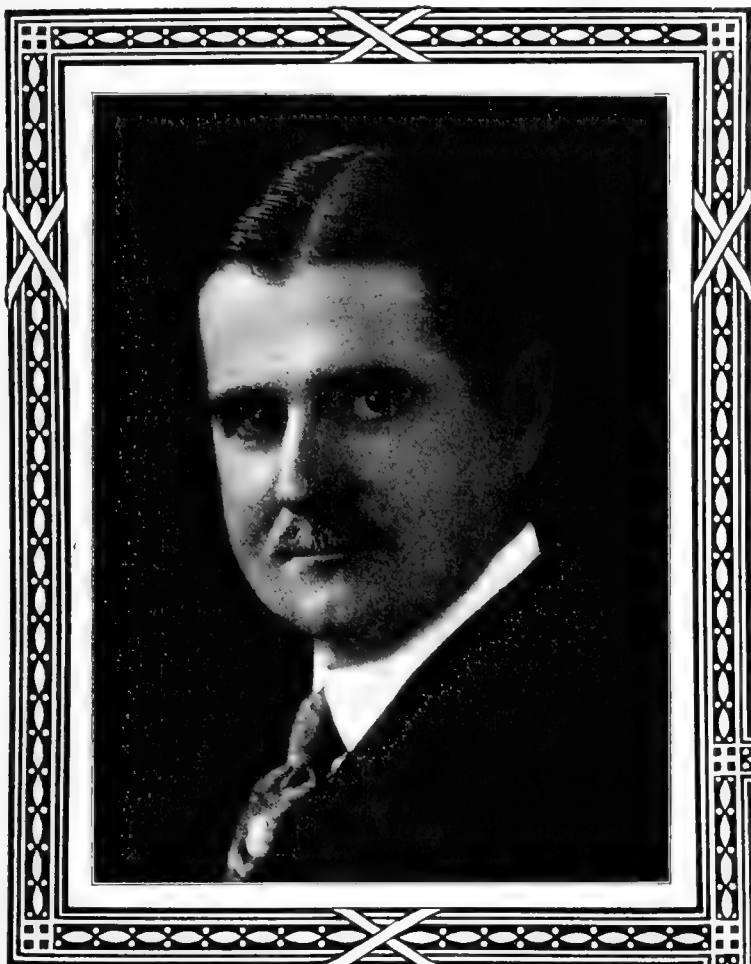
ditions as the average ordinary man has in all other of the large industries and activities. The cowardice of those who think of the settlement of the railroad problem without its being settled right and for all time is inconceivable, and in view of the fact that the public fully understands the situation and that sentiment is absolutely crystallized against railroad labor, and in view of the fact that no strike could be made serious enough to cause any considerable amount of suffering or inconvenience, the proposal to settle at this time without any further wage reduction, with the national agreements in force, with the eight-hour day unchallenged and with railroad labor at least 25 per cent higher on an average than any other labor of like kind in the United States, compels one to believe that courage and manliness have gone forever from our high servants in public places.

We may differ about the best way to bring about a readjustment of wages and operating costs of the railroads, but we cannot differ on this being the day and the hour for courage to meet the challenge of the unscrupulous, greedy and overgrown organizations that have had the public by the throat for the last three or four years. The fight can be won hands down if it is made. If it is not made and a temporizing settlement is effected there will be no sure foundation for industrial peace and prosperity.

Our industry cannot be prosperous until the great farming industry and the railroads are prosperous, and there can be no prosperity anywhere until the maladjustment I have treated of is corrected. There are, of course, other unhappy and unfortunate business conditions to be met and solved, but the railroad situation is giving more trouble, is more disturbing and more demoralizing many times over than any other one.

A large majority of the organizations attended the meeting. During the greater part of the morning session they listened with concentrated interest to Mr. Hines' narrative of his travels in Europe, during which he entered his second son in Christ Church College, Oxford, and visited the spot on the Western Front where his eldest son, Lieut. Edward Hines, Jr., fell in service. The members applauded heartily when Mr. Hines told how upon his return to America he was met at the gangplank of the ship on which he arrived by a messenger from President Harding, advising that the hospital over which there has been so much controversy had been named by the President "Edward Hines, Jr., Hospital."

Who's Who in Woodworking



Mark P. Campbell

(Left)

President

Brambach Piano Company

New York City

"Five feet ten inches is the danger mark for small Grands."

This was a statement in an advertisement run several years ago by the "King" of the piano industry. This king is an absolute monarch, and what he says is generally law. In an industry that is shackled hand and foot by precedent, that statement was a command which no manufacturer dared transgress, with one exception.

Mark P. Campbell is that exception. He

(Continued on page 22)

Gustav A. Schoenhut

(Right)

Vice-President

The A. Schoenhut Company

Philadelphia, Pa.

Mr. Schoenhut enjoys the distinction of being vice-president and manager of the lumber department of the largest factory in the world devoted exclusively to the manufacture of toys. The significance of this distinction is better understood when you know more about this unusual firm of toy makers.

The business of the The A. Schoenhut Company was founded by Gustav A. Schoenhut's father, Albert, in 1872. The founder of the

(Continued on page 22)



Who's Who in Woodworking

(Continued from Page 21)

Mark P. Campbell

didn't accept that dictum, from the "King" as gospel, nor the immutable law of the "Kingdom of Pianos." He questioned it, as all self-reliant thinkers question everything. The result was the popularization of the baby grand piano, due to the cheapening of its cost by quantity production, so that it was put within the range of the average purse.

During eighteen years spent in the retail piano business in New England Mr. Campbell had learned that in the mind of every prospect with whom he had dealt in the capacity as salesman there was a vague longing to some day own a baby grand piano. But the average person was deterred from the gratification of this desire by the size of most grands and the price of all grands, and the big man in the industry had said that "five feet ten inches is the danger mark."

But in 1912 Mr. Campbell reorganized the Bramback Piano Company on a basis of manufacturing one-third as many baby grands as were manufactured in the entire United States that year. He was going to manufacture a baby grand just four feet eight inches long—a size that would fit the average home—and at such a figure per piano that the average home owner could buy one. He established an experimental department, installing a scientist to overcome the then inherent weakness of so small an instrument as his small grand.

Others had attempted this and failed, but he succeeded, and he also succeeded in overcoming the difficult financial problems that had to be dealt with in launching his project and putting it on a paying basis. He had to fight against skepticism and prejudice throughout the trade; had to keep up his courage against a determined assault from the "it can't be done" club. In the second year of his venture his biggest account failed, reducing his working capital to a point that made his fight a real struggle. But he won out over all of this.

After he had succeeded Mr. Campbell was hailed as the "salesman deluxe." The old criticisms brought against the size of his grand are now entirely swept away, for every piano manufacturer today making grand pianos makes a small grand adapted to the modern home. This includes the "monarch" who had laid down the law on the minimum below which the proportions of a small grand could be made and yet give service. Out of the courageous pioneering conducted by Mr. Campbell there has developed substantially a new science in creating small grand pianos—a science that was not needed in the manufacture of the old style large grand.

Mr. Campbell's knowledge that most people who want a piano want a grand and will buy if they can find one within their means and to fit their homes, has been marvelously justified. The normal sales of grand pianos are now tremendous, not only by his own company, which is the largest manufacturer of small grand pianos in the country, but also by all makers of grand pianos. It is pretty generally conceded in the trade that Mr. Campbell is responsible for the wave of selling in grand pianos today. Owing to his having established the popularity of the small grand, this piano has been virtually carrying the business along during the past six months of extreme quietness in the old line of piano manufacturing.

Mr. Campbell is a little over fifty years of age and is a native of Eastport, Maine. He is a natural born salesman and a thoroughly efficient manufacturer, as the foregoing must have demonstrated. He has a magnetic personality, is a likeable fellow, a creative thinker and radiates enthusiasm into whatever he touches.

The conversation of Mr. Campbell impresses one with the vision he possesses. He states that we have only begun to scratch the surface of piano making and selling, and that there are plans in prospect that will again startle the industry.

Gustav A. Schoenhut

firm began by manufacturing the toy piano, which he invented. As years went on he added various styles and sizes of toy pianos and his success in this line led to the manufacture of other toys, such as the Metallophone, Xylophone, Humpty-Dumpty Circus Toys, the All Wood Doll and others. The business increased very rapidly until today, as said, the company now operates the largest exclusively toy shop in the world. The factory covers over six acres of floor space.

The founder of the business, who incorporated under the present name in 1897, had six sons, all of whom, like Gustav A., became associated with him in the business. Gustav A. is the second oldest. In 1912 the founder died and in 1918 one of the brothers, Theodore C. Schoenhut, leaving five brothers who are today conducting the business. Each of the brothers has a certain department of the business to look after.

The present manager of the lumber department was educated in the public schools of Philadelphia and a Philadelphia business college, after which he went into the factory and studied every branch of the business. He has been active in the business for twenty-five years.

Lumber Joins National Industrial Board

The directors of the National Lumber Manufacturers Association, in their mid-summer meeting at Tacoma last July, authorized the association to take a membership in the National Industrial Conference Board, the research organization of American Industry in the field of industrial economics. In accordance with this action the lumber industry was represented in the September meeting of the Conference Board at New York by Wilson Compton, Secretary-Manager, and it is expected that Mr. Compton and other officers of the association will attend these meetings from time to time in order that lumber may have continuous and adequate representation among the foremost business interests of the United States.

The National Industrial Conference Board was organized to meet a demand for coöperation among manufacturers and their respective national and local associations in all branches of industry. While this organization was essentially a response among business men to the need of meeting altered conditions of industry on a peacetime readjustment basis, these business men have found it necessary to have an intelligent collective opinion and an appropriate channel through which to give authoritative expression to their well-founded judgment on questions vitally affecting the welfare of industry and of the country. And in such a movement and scientifically conceived plan of operation, lumber of necessity must have primary recognition. For lumber occupies a place in American industry of such permanent importance that it cannot hesitate to exert its influence in everything that gives to all American industry the stability and permanence which sustain the structure of America itself. For, next to agriculture, the lumber and allied industries are the foremost employers of labor and represent perhaps the heaviest investment of capital in the whole list of American industries, more than thirty of which are members of the National Industrial Conference Board.

The most hopeful feature of the Armaments Conference game is that it will be played with an American deck and not with marked European cards. The Old World diplomats have got to play an honest game this time and in that sort of playing we need have no fear that Uncle Sam can not take care of himself. When this game is finished the old Uncle will have something more than ear fare home and so will Humanity, for that matter.

THE loss through degrading, the time wasted and the uncertainty of knowing whether or not the work was done right, which in former years attended transit kiln-drying, can be eliminated by use of the 500,000 feet capacity modern kilns of the Wood-Mosaic Company at Louisville, Ky. These kilns were designed and erected after many years' experience and exhaustive investigations. They are manned by intelligent and carefully trained operators. The results on the many millions of feet already dried have been scientifically checked and found correct. Under a very favorable transit arrangement a percentage of their capacity is offered to shippers who want to *know* that their lumber is perfectly kiln-dried. We offer our own stock, either kiln-dried in the same efficient manner, or properly air-dried in quartered and plain white oak, in walnut and in other hardwoods. Our sawed white oak veneers, sliced and rotary cut walnut, rotary cut yellow poplar crossbanding are just as carefully made and dried. The stock of both lumber and veneers still permits a good selection if you act soon.

WOOD-MOSAIC COMPANY
LOUISVILLE INCORPORATED KENTUCKY

South's Logging Problems Discussed

Practically every problem the mind of man can conceive of being encountered in logging operations in the Southern woods—hardwood, pine and cypress—was discussed from many angles and constructive suggestions made for its solution when upward of 100 leading woods superintendents, hailing from every important lumber producing state south of the Mason and Dixon line, gathered at the Grunewald Hotel, New Orleans, for the eleventh annual convention of the Southern Logging Association, October 25 to 27, inclusive.

The meeting, comprising loggers of all three kinds of woods, spent its three days' sessions in serious consideration of logging problems in general irrespective of whether or not the operation was concerned with pine, cypress or hardwood, but many problems peculiar to the hardwood logger were kept ably before the convention by such well-known spokesmen of that branch of the lumber industry as R. Lee Bass, Newell Lumber Co., Eunice, La., a retiring state vice-president and others strictly identified with the logging of hardwood.

Outstanding addresses of the convention were by conservation experts on timber conservation, safety first apostles on how to prevent accidents in the woods and on the novel plan of a system of "foremen's meetings."

The foremen's meetings plan, as outlined by S. J. Hinton, Finkbine, Miss.—undoubtedly the most novel and interesting idea developed at the conclave—apparently made a "hit" with the loggers and undoubtedly will be tried out by a number of them.

Foremen's Meetings Urged

Mr. Hinton stated that he had tried his system of "foremen's meetings" less than a year and that today he considers the system "the greatest institution I have in my woods." The purpose, as he explained, is to have an opportunity to draw his subordinate out. "Two heads are better than one," declared Mr. Hinton, "even though one be a bone head." He was quick to add, however, that his experience has shown him that in the woods work there are many employees whose heads are not all bone and that their observations, ideas and suggestions about the work in general, other departments as well as their own, can be used to tremendous advantage, as his experience already has convinced him. Mr. Hinton stated that he frequently asked the skidder foreman to be able to explain to one of the meetings how the loader foreman can be of service to him or how he or either of them can be of greater service to the general logging operations, or how the first can help the latter, etc. He stated that it takes several months to get the foremen to feel free to express themselves, but that after they once get into the habit of talking on the general welfare of the woods work, they take much more interest in the work as a whole, not to mention their own individual departments, that they observe more keenly and accurately and that from these meetings, held every two weeks, a pool of knowledge is formed that is rapidly proving to be invaluable. The meetings also have value as a sort of "get-together and get-acquainted" social function and afford unrivaled opportunities for correcting effectively and to the maximum advantage the faulty among his subordinates.

Conservation Preached.

V. H. Sonderegger, Louisiana state forester, told the loggers illuminatingly just how they could apply the most approved scientific principles of forest conservation in their woods work to the greatest advantage and profit. Mr. Sonderegger urged a more economical use of the refuse, generally thrown away in the South, after the logs are cut. He pointed out that herein lay splendid opportunity for incalculable profit, especially for hardwood loggers.

"See that no merchantable timber is left," advised Mr. Sonderegger, as a practical precaution for obtaining proper forestry conservation. "However, so construct your main lines wherever possible as to permit you to defer cutting of your smaller stuff to the very last. No bigger loss can be imagined than the wasting of merchantable portions of the stuff cut and cutting of timber prematurely. Nothing under 14 inches in diameter at the butt should be cut. Leave all stuff smaller and you will see that it will grow at the rate of $\frac{1}{2}$ inch per year, with the result that if your main lines are so laid as to permit you to get to it five or six years later than otherwise the saving will be astonishing. Salvage all material left, converting it into fuel, cross ties and, if hardwoods, utilize

the tops and hollow trees for staves, ties, axles, fence posts and any other marketable products."

The discussions developed the fact that at the present time there is an effort being made to develop the Southern logging operations back to normalcy in keeping with the rising lumber market and so far as the hardwood situation is concerned, it might more accurately be said, in anticipation of the improvement yet to come in any real substantial quantity. The labor problem, which for the past four or five years, has usually occupied the lion's share of these and similar gatherings took a distinctly back seat this time, little being said of the matter, as it appeared it was no longer causing concern in any quarter in the South, though the readjustment of wages had caused some trouble earlier in the year. It was further revealed that the loggers are getting out practically no low grade timber, especially No. 3 common and lower, as there is almost no market for it among the hardwood contingent and very little among the pine and cypress people.

Officers elected were as follows: Oscar Marsan, Opdenweyer-Alcus Cypress Co., Hope Villa, La., president; J. S. Lee, Industrial Lumber Co., Elizabeth, La., first vice-president; W. M. McGowan, W. T. Smith Lumber Co., Chapman, Ala., second vice-president and the following state vice-presidents: Alabama, P. A. Headley Pine Co., Uniform; Arkansas, W. H. Lee Union Saw Mill Co., Huttig; Florida, J. A. Penton, W. B. Harbeson Lumber Co., DeFuniak; Louisiana, J. B. Bivens, Louisiana Saw Mill Co., Glenmora; Mississippi, Clarence Vandercook, Long-Bell Co., Quitman; Oklahoma, J. M. Campbell, Choctaw Lumber Co., Broken Bow; Tennessee, A. M. Horton, Stinson Veneer & Lumber Co., Memphis; Texas, C. H. Lacroix, Lufkin Land & Lumber Co., Lufkin; and Virginia, P. R. Camp, Camp Manufacturing Co., Franklin. James Boyd, New Orleans, was re-elected secretary and treasurer.

Bartholomew Forms Own Company

The E. Bartholomew Hardwood Company has been launched in Chicago by E. Bartholomew, one of the most energetic, experienced and popular hardwood men in the Chicago territory. The new company has offices and warehouses at 4052 Princeton avenue. The warehouses can accommodate 3,000,000 feet of lumber, and for a time part of this space will be devoted to the storage of lumber, particularly Pacific Coast woods. Side tracks conveniently located permit loading and unloading directly from the cars to the warehouse. The company will wholesale both northern and southern flooring and lumber in carlots or any quantities desired by the trade.

The southern hardwood stocks of the company will be drawn from the famous E. L. Bruce Company mills at Memphis, Tenn., and Little Rock, Ark., as the new company will represent Bruce in this territory. It is commonly recognized that there is no more carefully manufactured stock of flooring available in the country than the Bruce stock.

Maple flooring of exceptional quality, produced by William Horner in his plants at Reed City and Newberry, Mich., will also be handled. This flooring also enjoys an enviable reputation in the trade.

In order to form his own company Mr. Bartholomew resigned as manager of the Chicago branch of the Nashville Hardwood Flooring Company. He opened the hardwood flooring warehouse of this company in Chicago some years ago and by his enterprise and personality built up an enviable large and substantial business from practically nothing. During this period of building he earned a most desirable reputation not only in the Chicago but in virtually every territory in the country where oak and maple flooring are handled.



E. Bartholomew

Foch Dedicates Edward Hines, Jr., Hospital

The supreme triumph of the tireless and indomitable efforts of Mr. and Mrs. Edward Hines have been making to properly honor and enshrine the memory of their son, Lieut. Edward Hines, Jr., who gave up his life on a battlefield of France, came Sunday afternoon, November 6, when Marshal Foch dedicated the former "Speedway," now the "Edward Hines, Jr., Hospital," at Broadview, Cook County, Ill.

The presence of the great soldier of France lent a surpassing dignity to the beautiful and solemn ceremonies of dedication, that could not have failed to induce the most extreme gratification in the hearts of the two parents who have given so much of their effort and money to the creation of this "monument of mercy" to their son.

Soldiers, wounded veterans of the world war and the army in which young Lieut. Hines died, were in the hospital Sunday when their great former generalissimo



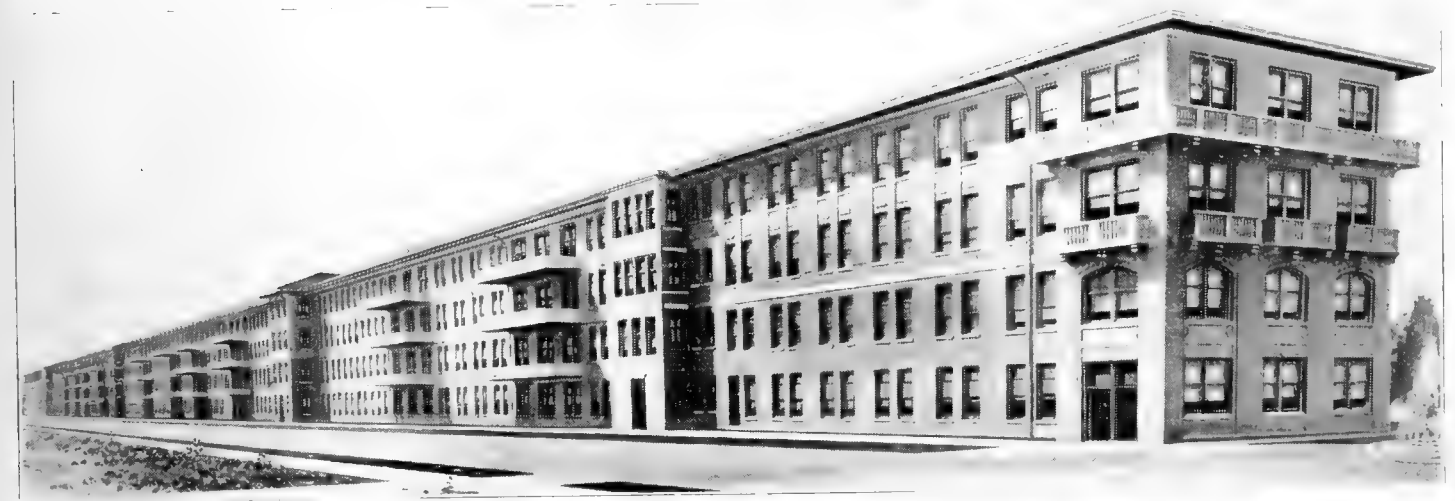
The Late Lieut. Edward Hines, Jr.

gized Theodore Roosevelt and young Hines, speaking of their great promise and of the similarity of their sacrifice.

Senator McCormick also referred to the patriotic Roosevelt doctrine and expressed the hope that the hospital, which he called a great "monument of mercy," would serve to awaken in the American people a "renewed consciousness of their obligations" to those who had sacrificed their health and usefulness in the war.

While the speaking went on aviators circled over the crowd and one of them dropped a magnificent wreath of flowers for Mrs. Hines.

The dedication of the Edward Hines, Jr., Hospital was one of the most impressive of the many ceremonies in which Marshal Foch participated while in Chicago. The party went to Broadview on a special train and was conducted from the depot to the administration building by an escort of marines and a reception committee head-



The "Monument of Mercy" That Bears the Name of Edward Hines, Jr.

walked through the wards, patted them on their heads and spoke words of pity and good cheer. This was striking evidence of the practical blessings that this monument to a young soldier is bestowing and will bestow upon other young patriots as long as the steel and stone of the hospital shall endure.

Before inspecting the hospital Marshal Foch, who was in Chicago on an official tour of the country, pulled a silken cord which released the drapings of French tri-color and Stars and Stripes, unveiling a large portrait in oil of Lieut. Hines, which hangs in the administration building.

As the flags dropped Miss Margaret Anglin, in fine dramatic tones, recited "The Heroes," a French poem from the English of Vachel Lindsay.

The party then moved to a platform outside where other ceremonies were conducted by State Commander W. R. McCauley of the American Legion. Among the speakers during this part of the impressive ceremonies were Commander McCauley, Hanford MacNider, newly elected National Commander of the American Legion, and Senator Medill McCormick. Commander McCauley briefly eulo-

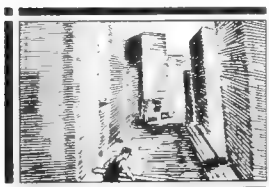
ed by Edward Hines, president of the Edward Hines Lumber Co.

The hospital, which until a short time ago was down in the U. S. Government Public Health Service records as "No. 76," was designated "Edward Hines, Jr., Hospital," at the request of the executive committee of the American Legion of Illinois, endorsed by numerous national and state officials and legislators. The official order so designating the institution was issued by Secretary of the Treasury Mellon at the request of President Harding. A copy of it was delivered to Mr. Hines by special messenger from the White House when he reached New York recently on his return from a tour of Europe. The order pays a high tribute to the self-sacrifice and patriotic devotion of Lieut. Hines. It reads:

The United States Public Health Hospital at Broadview, Cook County, Illinois, near Chicago, heretofore known as No. 76, will hereafter be known as the "Edward Hines, Jr., Hospital," in honor of Lieutenant Edward Hines, Jr., First Lieutenant (temporary) United States Army (born 1896, died 1918).

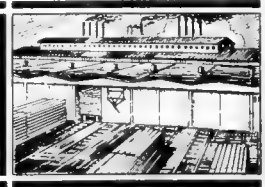
Lieutenant Hines, a resident of Evanston, Illinois, and a member of the class of 1918, Sheffield Scientific School, Yale University, left college on the formation of the first Officers' Training Camp at Fort Sheridan, Illinois. Chosen in the camp on his twenty-first birthday, July 24, 1917, for the Regular Army, he was appointed Second Lieutenant, Infantry Reserve

(Continued on page 28)



YARD AND KILN

A Section Intended to Promote Efficiency and Economy in Lumber Drying



Suggestions Toward Improvement of Yard Drying Through Better Piling

By Carl J. Maurial

Comparatively a very small amount of the hardwood lumber goes direct from the saw to the dry kiln. Practically all of it is piled in the open yard, either at the mill or at the factory, for storage and for drying, so to remain during longer or shorter periods, during all seasons of the year, before it finally reaches the kiln. The considerable losses from degrade and decay which result are generally accepted as unavoidable, are frequently blamed to the succeeding kiln operation, and in the end are charged to the manufacturing cost.

Much advance has been made during recent years in better understanding of the scientific conditions which produce good kiln drying, and in the practical application of these scientific facts to systematic and successful control of large kiln drying operations. The time-honored customs of yard arrangement and yard piling, however, have not been affected by much desire for improvement, and in most cases these operations are still following least resistance.

The writer notes with appreciation of its importance the proposed investigation of the subject of yard drying by the Forest Products Laboratory, and hopes that it may meet with the co-operation and the success which the matter justly deserves from the standpoint of conservation of natural resources alone, not to mention that of the owner's profit.

The suggestions herein presented make no claim to novelty, but the same are based on facts, and on conclusions which the writer has been able to prove by the results obtained by their practical application to a reasonably large operation.

For good and uniform drying and for prevention of stain or mold in lumber which is piled in the open yard, a free circulation of air, sufficiently humid, traveling at ample velocity, with uniform distribution over all surfaces of the lumber in the pile, is very essential, precisely the same as in kiln drying.

Yard and Kiln Circulation

While the requirements for uniform air circulation are the same in the yard pile as in the kiln pile, the natural tendency in the yard pile in all cases is "downward," and in the

kiln pile is "upward," except at the very beginning of the operation, before the kiln pile has become heated through, when the circulation in the kiln pile likewise tends downward. In this tendency circulation will of course follow least resistance, and it can be intelligently directed, by logical piling, and in the kiln by location of condensers and ventilators or by the force of the water sprays or that of fans. Improved piling alone is the only remedy available in the yard for proper control and uniform distribution of the air circulation over the lumber.

In the piling for the yard as well as for the kiln it is very important that the distance which the air must travel from the point where it enters to the point where it leaves the pile shall not be too great, in order that the gradually increasing moisture content of the air, as it passes between the lumber may not too closely approach the saturation point, and thus prevent further absorption of moisture from the lumber coming last in contact with this saturated air. This error in piling would cause the lumber near the exit of the air current to greatly "lag" in drying behind that which is located nearer the entry of the air into the pile. At this point the air is slightly warmer and considerably less humid, therefore capable of absorbing moisture from the lumber surface more readily. In fact it would be quite possible by injudicious piling to increase the distance of air travel within a pile to such an extent as to cause a condition of prolonged moisture saturation in

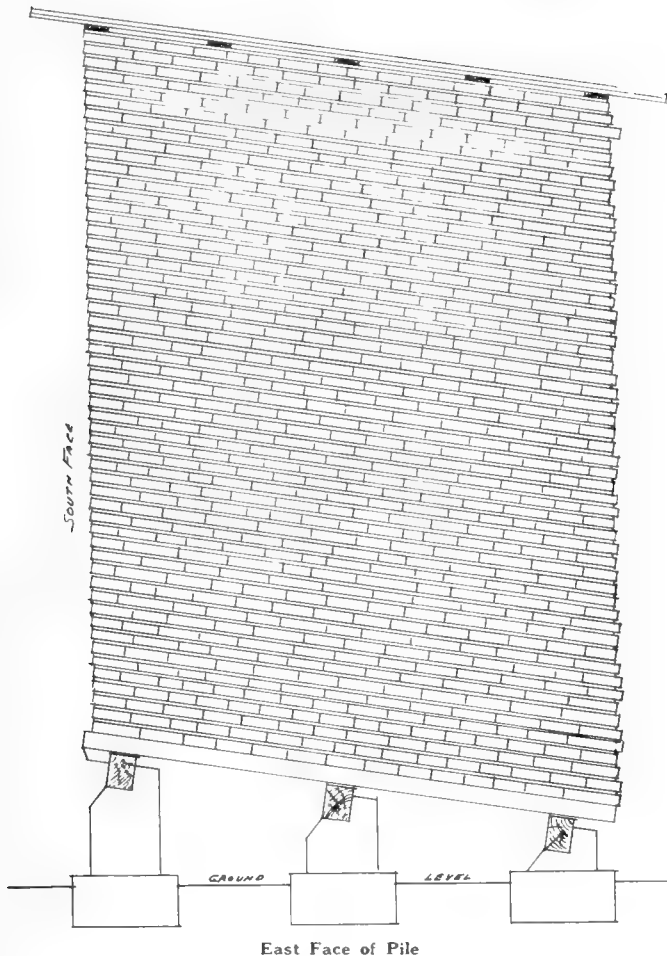
a portion of the pile to the serious detriment of the lumber.

The difference of actual moisture content between the air entering and leaving the lumber pile depends, first of all, upon the volume of the air which passes over a given lumber area in a unit of time and next upon the drying power of this air when it is entering the pile, and finally upon the amount of moisture which the lumber passes to its surface in the same unit of time and, therefore, makes available for absorption by the air circulating over it.

The greater the space between the lumber surfaces the greater will be the volume of air which may pass over the same lumber surfaces, provided that the speed with which the



South (Front) Face of Pile



air travels remains the same.

Moisture Controls Speed of Air

Where gravity alone is employed to move the air, its speed or velocity of movement will depend upon the gradually increasing weight of this air as it takes on moisture. Its travel will be in a downward direction, following least resistance, and its speed will depend upon the amount of moisture absorbed by a unit of volume in a unit of time.

By using the term "drying power" it is intended to employ a more convenient and more easily understood expression than "moisture deficit." Drying power changes with the temperature of the air and represents that amount of moisture which a given amount of air may still absorb on top of that moisture which it already contains before it shall reach 100 percent saturation, provided that its temperature remains constant.

Drying power, therefore, is the result of the air temperature and of the water vapor contained in the air, and since the temperature of the air decreases and its moisture content increases as the air passes through a pile of lumber, consequently the *drying power* of the air gradually decreases from point of its entry into the pile to point of its exit.

In open air, or yard drying, the drying power of the air changes during the day with the position of the sun, which controls the temperature of the entering air, with the changing humidity of the air, and with the varying wind pressure and direction.

In the warmer seasons of the year this drying power may become so pronounced as to produce casehardening by too great an absorption of moisture from the lumber, and possibly damage, if the moisture content of the lumber happens to be near the critical point, and therefore the drying power of the air must be offset by limiting the volume which may pass over the lumber in a unit of time.

(To be continued in November 25th issue)



HIGH HUMIDITY DRY KILN

CIRCULATION IS KING

Of the three controlling factors in Dry Kiln operation—heat, humidity, and circulation—circulation is king. The circulation is your transportation system delivering the necessary heat and humidity to your lumber. If your circulation falls down, or is inadequate and not uniform your drying suffers accordingly.

The largest manufacturers of drying equipment now offer you their services in regard to your lumber drying problems.

*"The Kiln with the Circulation
You Can Understand"*

for

**LUMBER — PANELS — VENEERS
COOPERAGE — LAST BLOCKS**



Largest Factory in the World Devoted to the Manufacture of Air Moving Equipment

B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASSACHUSETTS
Atlanta, Ga.; Cincinnati, Ohio; Chicago, Ill.; New
York, N. Y.; Philadelphia, Pa.; Rochester, N. Y.; Seattle,
Wash.; San Francisco, Calif.

Wages Will Remain Relatively Stable

Chart in current Forecaster presents a study of the fluctuations of wages over a period of sixty years in comparison with the activity of business as measured by the rise and fall of Dun's Index of Commodity Prices.

Free copy of Bulletin M sent upon request

The Brookmire Economic Service, Inc. 25 West 45th Street, New York City

"The Original System of Forecasting from Economic Cycles"

Foch Dedicates Edward Hines, Jr., Hospital

(Continued from page 25)

Corps, August 15, 1917; Provisional Second Lieutenant, Regular Army, October 26, 1917, and assigned to the 61st Infantry. He was promoted to First Lieutenant (temporary) and, while in camp with his regiment at Gettysburg, Pa., in response to a call for officers for immediate foreign service with machine gun companies, volunteered and was accepted for such service. Assigned to the Fourth Machine Gun Battalion, Second Division, he sailed for France December 24, 1917. His organization went into service on the Toulon-Troyon Sector, Verdun, in the severe winter and spring of 1918.

On April 4, 1918, while on a reconnaissance in Graffier Woods in front of those sectors, Lieutenant Hines succumbed to the effects of the rigors of trench life and to extreme exhaustion, and from their effects died in Base Hospital 15, A. E. F., at Chaumont, France, June 4, 1918, in the twenty-second year of his age.

Lieutenant Hines was the first graduate of the Officers' Training Camp at Fort Sheridan in the Chicago district to die in active service in France.

The name also fittingly commemorates the splendid service given the nation by the graduates of the Fort Sheridan training camps; in addition it fittingly commemorates the enthusiastic devotion of the college and university undergraduates who, by the thousand, voluntarily abandoned careers of individual promise to offer their services and their lives to their country.

The hospital in its present size and completeness is due to the expenditure of time, effort and money by Lieutenant Hines' parents, Mr. and Mrs. Edward Hines, of Evanston, Illinois. The cost of the completed plan has been about five million dollars. The total appropriation is \$3,400,000. The difference has been contributed by Mr. and Mrs. Hines.

The name given thus also suitably recognizes their service and generosity. By the President:

(Signed) A. W. MELLON, Secretary of the Treasury.

As the order indicates, a tremendous sum of money was spent on the hospital by Mr. and Mrs. Hines and, furthermore, it is due to their devoted interest that the hospital is the finest of its kind in the entire country and has established a precedent for safety and comfort that will mean incalculable good to our soldier victims of the world war. It insures them treatment in fireproof structures, handsomely and thoroughly equipped, instead of the improvised buildings that the Government had previously shown a disposition to erect.

The hospital has a capacity of 1,000 beds and is already in operation. The surroundings are being beautified and on Armistice Day the American Legion of Illinois will plant an avenue of memorial trees within the grounds.

Pertinent Information

Holland Joins Nichols & Co. Lumber Company

F. E. Holland has accepted the management of the hardwood flooring department of the Nichols & Cox Lumber Company of Grand Rapids, Mich., resigning his connection with the W. R. Pickering Lumber Company. Mr. Holland had been with Pickering for six years, having managed their Houston, Tex., and Detroit, Mich., branch offices. He is secretary and treasurer of the Michigan Association of Traveling Lumber and Sash and Door Salesmen and vicegerent for Hoo-Hoo in the Detroit district. The office of the Michigan association will be moved to Grand Rapids, 1465

Genesee street, S. E., but the Hoo-Hoo toga will be turned over to Fred A. McCaul of Royal Oak.

N. W. Marshall will succeed Mr. Holland with the Pickering Company and will continue the office of that company in Detroit at 704 Ford building.

Southern Pacific Promises Hardwood Rate Cut

As a result of the aggressive work on the part of the Southern Hardwood Traffic Association to secure reductions in freight rates on hardwoods from southern points, the Southern Pacific has announced that it will, at an early date, put into effect sharply reduced rates on hardwood lumber and forest products moving from Mississippi valley territory to Pacific coast destinations. These new rates are to be 80 cents per hundred pounds from group "E" west of the Mississippi and 85 cents from group "C" east of the Mississippi, compared with present rates of \$1.06½ and \$1.13½ respectively. No date has been set for the effectiveness of the new rates, but the association anticipates that the trade will get the benefit of the reductions about the first of December. It also believes that the other transcontinental roads will follow suit. It has spent about nine months working on this proposition, and its most telling argument has been the fact that the bulk of the tonnage of forest products moving to the Pacific coast from the territory in question has been by combination rail and water routes. The proposed rates will go a long way toward equalizing all-rail and combination rail-and-water rates.

The New Sturtevant Catalogue

The Catalogue No 282, covering "High Humidity Dry Kilns," which was issued less than three weeks ago by the B. F. Sturtevant Company of Boston, Mass., would be a credit to any industrial organization, and it certainly will stand as a monument to the enterprise of the firm which issued it. The best way to describe this catalogue aside from a reference to the fact that its cover is handsome and appropriate, is to quote the "Introduction" contained in the book itself:

"In presenting this handbook and catalogue to the Lumber and Woodworking trade, we believe that we have gathered data that will be of universal use in demonstrating the advance of the art of drying and conditioning lumber. A new catalogue is generally indicative of the progress of the business that it represents. Such it certainly is in the present case.

"We have divided this handbook in two parts. Part One is devoted exclusively to a discussion of the Sturtevant High Humidity Kiln. Part Two is composed of several interesting and impartial publications taken verbatim from the U. S. Forest Products Laboratory bulletins and other interesting data. We feel that these impartial articles in the main, substantiate our claim that the kiln in which the temperature, humidity, and, most important of all, the circulation is under the constant automatic control of the operator is the best and most practical kiln on the market.

"The Company wishes to express its thanks and appreciation to the U. S. Forest Products Laboratory, Madison, Wisconsin, for its hearty cooperation in supplying cuts and other important data.

"We believe that the limited space devoted to the Sturtevant High Humidity Kiln is sufficient to describe the correctness of its theory and design and also to demonstrate its mechanical flexibility to bring to pass any desired set of conditions upon all the lumber simultaneously."

Clubs and Associations

National Wholesalers to Meet at Washington

At the trustees' meeting of the National Wholesale Lumber Dealers' Association, held November 4 in New York City, invitations were received from many sections urging the association to hold its next annual convention in their cities. The last annual meeting was held at Chicago, and this year, in the interest of the association, the trustees believed it better to select a more easterly location, and, after careful consideration, Washington, D. C., was unanimously decided upon, the meeting to be held during March, 1922, the exact time and other meeting details are left with the executive committee, John W. McClure, president, being authorized to add to this committee as necessary. This will be the thirtieth annual meeting of the association and unquestionably will be the largest in the history of the organization.

Conference on Railroad Ties

For the purpose of determining some plan of action on the unification for specifications of railroad ties, a conference of railroad, lumber and government representatives was held October 25 in Washington, D. C.

At this initial meeting there were no details of any kind discussed but only questions of a broad nature were considered. The discussion for the most part centered on whether the unification of specifications for railroad cross ties and switch ties should be undertaken, if so, what the scope of the work would be and how it should be organized.

Among the foremost advocates for the proposed plan was Earle H. Clapp of the Forest Service. In his remarks Mr. Clapp said that the

Long-Bell

Branded Hardwoods

WE produce in quantity all commercial sizes of quality hardwoods cut from selected logs from the famous Saline River bottom of Arkansas and the Bucatanna basin lowlands of Mississippi, where these woods develop exceptional texture and uniformity of color.

**GUM·OAK
ASH·ELM
POPLAR**

The Long-Bell Lumber Company
R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

Forest Service feels that unification for ties should go ahead with all other similar projects and that such a move would greatly improve conditions in the commercial field. Through unification Mr. Clapp said better utilization is realized, with resulting increases in stumpage prices and increased value of timber, which naturally affords a greater incentive to grow timber. Through such unification the manufacturers would also be better able to meet the demand. John Foley, Forester of the Pennsylvania System and W. C. Nixon, Secretary of the National Association of Railroad Tie Producers also expressed the belief that such steps should be taken as will bring about the necessary specifications.

The organizations represented at the conference were the National Lumber Manufacturers' Association, West Coast Lumbermen's Association, American Electric Railway Association, American Railway Engineering Association, American Society for Testing Materials, Bureau of Standards, Forest Service, U. S. Department of Agriculture, National Association of Railroad Tie Producers, National Hardwood Lumber Association, and the Department of Commerce.

Empire State Forest Products Association to Meet

The sixteenth annual meeting of the Empire State Forest Products Association will be held in Utica, New York, on November 10. At this meeting a great deal of attention will be given to forestry problems, and the following addresses bearing on this subject have been scheduled for the meeting: "Regulation of Cutting on Private Lands," by Ellis J. Staley, conservation commissioner of the state of New York; "Forest Fire Protection," by Mr. Howard, assistant superintendent of New York State forests; "Standing Timber Insurance," by Ferris J. Meigs; "Use of Tractors in Logging," by Nelson C. Brown.

At the annual banquet George N. Ostrander, president will preside as toastmaster.

Memphis Plans a Dance to Celebrate Improved Hardwood Conditions

The remarkable improvement that has developed in the hardwood market within the past few weeks was reflected at the semi-monthly meeting of the Lumbermen's Club of Memphis, held at the Gayoso hotel, October 29. It was one of the jolliest meetings in the history of this body of lumbermen, its exuberant tone being in marked contrast to the pessimism and hopelessness that characterized the attitude of hardwood lumbermen during the period of extreme depression.

The optimistic feeling was manifested in a practical manner by F. T. Dooley, who made a motion that the entertainment committee be instructed to make immediate arrangements for a "dinner," a "dance" or a "party"

of some sort. For more than a year the members have not felt very much like giving themselves over to entertainment and pleasures. But the motion of Mr. Dooley struck such a responsive chord in the hearts of all present that it was carried by unanimous vote. The committee has already carried out instructions and has announced that a buffet luncheon and dance will be tendered by the club to its members, their friends and families at the Colonial Country Club the evening of November 10.

Earl Palmer, chairman of the sales code committee of the National Hardwood Lumber Association, gave a brief report of the efforts his committee is making to ascertain the views of all branches of the hardwood trade regarding what "should or should not enter into a sales code," a full account of which appears elsewhere in this issue of *HARDWOOD RECORD*. President Hines stated, in this connection, that the sales code committee of the club, which carried a sales code before the last annual of the National association, would canvass the members of the local body and ascertain from them their ideas of what the sales code to be recommended to the next annual of the association should be. J. H. Maassen, a member of the sales code committee appointed by President Taylor of the National Association, is also a member of the sales code committee of the club.

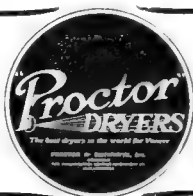
Cecil A. New, assistant secretary of the Southern Hardwood Traffic Association, was elected an active member, and one new application for membership was filed by the proper committee.

St. Louisans Finish Golf Tourney

The Lumbermen's Golf Association of St. Louis, Mo., completed its final tournament recently on the course of the Midland Valley Club. H. C. Ball of Geo. W. Miles Lumber Company was the low medalist, with a net score of 75. He was followed by S. W. Morton, S. H. Morton & Co., who, with a handicap deducted, turned in an 81. P. J. Lawrence and R. M. Morris tied for third place with 82, while W. J. Yardley and H. Hemphill were next with 83 each.

The president's prizes going to the three lowest net average medals for the season were won by J. L. Benas, Waldstein Lumber Company; H. C. Ball and G. P. Shehan, in the order named. L. E. Cornelius, L. E. Cornelius Lumber Company, for the second straight time won the club cup, played for on the basis of the lowest gross score.

Following a dinner in the evening the annual meeting of the association took place and the following officers were elected to serve next season: Curtis Jennings, Berthold-Jennings Lumber Company, president; William Hess, Hess Lumber Company, vice-president, and N. C. Waggoner, Chicago Coal & Lumber Company, secretary and treasurer.



With the Trade

Mallam Resigns Secretaryship

Guy H. Mallam, Jr., has resigned as secretary of the New Orleans Lumbermen's Club to become associated with his father in the local lumber business. He is succeeded by J. W. Michel, formerly manager of the Columbia Box Company.

Grismore-Hyman Sells Three Mills

The Grismore-Hyman Company, with offices in Memphis, has sold three of its slack cooperage mills in Arkansas, located at Marked Tree, Lepanto and Parkin, to the Algoa Cooperage Company of St. Louis for a consideration of approximately \$250,000. The selling firm owns other cooperage plants and will continue its cooperage business together with the manufacture and sale of hardwood lumber. It owns and operates a large band mill at Parkin, Ark.

Boehm Returns from Long Tour Abroad

European countries as well as Africa and South America felt the business depression far more than the United States, said A. J. Boehm, assistant export manager of the Kosse, Shoe & Schleyer Company, who has returned to Cincinnati, O., from a seven months' tour of South America and the eastern hemisphere.

"The reason for the European countries feeling the effects of the depression was largely due to the unbalanced rate of exchange," Mr. Boehm said. "Business conditions in England, France and Belgium are not of an encouraging nature, but the business men abroad have confidence that trade conditions will right themselves within a course of time."

Mr. Boehm's trip abroad was in the nature of a missionary. His main object was to make connections for his company in the principal cities of the countries in Europe, as well as Africa and South America. He also sought information on the business methods in these countries, in addition to the prospects for selling American lumber abroad.

Mr. Boehm said that his trip was an enjoyable one. He sailed from Southampton, England to Capetown, in Southern Africa, on a British steamer, and from Capetown to Buenos Ayres, Argentine, on a Japanese liner. He returned to the United States from the Argentine Republic on the new ocean liner "American Legion," which broke the record for speed from New York to Buenos Ayres on its second trip by eighteen hours.

Dyer Joins General Hardwood Company

Herbert E. Dyer has formed a connection with the General Hardwood Lumber Company, Chicago, in the capacity of treasurer, and will look after the purchases and have charge of the office of this corporation commencing November 1. Mr. Dyer is a thoroughly experienced lumberman, having been for the past several years with the Wm. C. Schreiber Lumber Company, occupying the position of secretary of that corporation, and prior to that with the Herman H. Hettler Lumber Company, both of Chicago. He is also well experienced in traffic and railroad matters.

New Million Dollar Loan

Baker, Fentress & Co., bankers to lumbermen, Chicago, have loaned \$1,000,000 to John E. DuBois Lumber Company of Oregon.

This loan is secured by \$2,000,000 first mortgage notes of the Oregon American Lumber Company of Oregon, 80 per cent of whose capital stock was recently acquired by Chas. S. Keith, as president, representing the Central Coal & Coke Company of Kansas City, Mo. This company has undertaken extensive developments of these Oregon properties. Mr. Keith's lumber operations have been very successful. The Central Coal & Coke Company's income for the past thirteen years has totaled \$23,610,685, an average of \$1,200,000 annually, or approximately ten times the interest charges on the Oregon American Lumber Company's notes.

The Oregon American Lumber Company notes are secured by a first mortgage on 24,000 acres of timber lands in Oregon, estimated to carry 2,500,000,000 feet of highest grade yellow fir, valued at \$8,750,000. These properties have transportation facilities connecting with Portland, Ore.

The loan rate is 50 cents per thousand feet, and the sinking fund payments required are \$1.35 per thousand feet. All income from the sinking fund, except the first \$200,000 and interest thereon, must be applied to pay the interest and principal of the DuBois \$1,000,000 notes.

David K. Jeffris Succumbs to Heart Attack

David K. Jeffris, president of the D. K. Jeffris Lumber Company of Chicago, and the Cairo Wood Products Company, Cairo, Ill., died at the Presbyterian Hospital in Chicago the morning of October 24 at the age of fifty-four.

Mr. Jeffris had achieved a conspicuous success in the lumber industry and was one of the leaders in Chicago and the northern territory. He was a native of Wisconsin, having been born in Janesville in that state in 1867. His first experience in the lumber business was in Janesville where, with his father, D. K. Jeffris, he manufactured sash, doors and millwork and operated a retail lumber yard. Later he operated a sawmill at Jeffris, Wis., and from there he went to Kentucky, where he operated the Kentucky River Poplar Company, with sawmills at Frankfort and Irvine, Ky. Following this he returned to the north and in Chicago organized the Chicago Car Lumber Company, wholesaling and jobbing lumber through this company. This marked the beginning of a considerable broadening of Mr. Jeffris' interests and he participated in a number of lumbering and other enterprises in various parts of the country. D. K. Jeffris & Company, the immediate forerunner of the present firm, was organized in 1909 under that name and so operated until July, 1915, when the D. K. Jeffris Company was incorporated. Mr. Jeffris organized the Cairo Wood Products Company in 1919, establishing a main yard at Cairo, Ill., and a branch at Evanston, Ill. The D. K. Jeffris Lumber Company now operates a hardwood mill at Montgomery, Tex., under the name of Montgomery Lumber Company. This mill was established three years ago.

Mr. Jeffris' death resulted from heart trouble and came with tragic abruptness, though two years ago he suffered an attack which confined him to the Presbyterian Hospital and forced him to take a sea voyage. He spent six months in Europe and when he returned was apparently well. He suffered a recurrence of the attack, however, on Sunday, October 23, and died at 1:30 Monday morning. The body was taken to the old home in Janesville, Wis., where funeral services were conducted with interment at Oak Hill Cemetery. Lumbermen from Chicago and other points attended the services.

The following survive Mr. Jeffris: A widow, one son, Donald H. Jeffris, and two daughters, Mrs. Richard W. Farmer of Highland Park, Ill., and Mrs. W. E. Clark of Milwaukee. His son is vice-president of the two companies of which he was the head.

Dudley-Du Bose Company Formed

With a firm conviction that the hardwood lumber business is now safely on an upward turn and disregarding talk of "hard times," the Dudley-Du Bose Lumber Co., Inc., has been organized by L. P. Du Bose, a New Orleans hardwood salesman, and C. B. Dudley of the Dudley Lumber Co., Memphis, and the Crescent City's latest hardwood concern made its debut in business Nov. 1. The company is capitalized at \$30,000. Offices are maintained at 1230-1231 new Hibernia Bank building, New Orleans' greatest and newest skyscraper. The new company is launching into the wholesale and export hardwood lumber business, with emphasis on the latter phase of the business.

Both of the principals are widely and favorably known in the southern hardwood lumber business. Mr. Du Bose was for two years manager for the hardwood department of the A. J. Higgins Lumber & Export Co., New Orleans, and was for twelve years the sales manager for the Lamb-Fish Lumber Co., Charleston, Miss. Similarly, Mr. Dudley's experience with the hardwood trade in the Memphis territory has been long and comprehensive.

O'Connor Joins Landeck Company

L. J. Pomeroy, manager of the Chicago office of the Landeck Lumber Company, has announced that W. H. O'Connor, formerly vice-president of Clarence Boyle (Inc.), has severed connection with that firm and joined the Landeck Lumber Company as sales manager, with headquarters in Chicago. Mr. O'Connor is a lumberman of wide experience. He will cover Illinois, Michigan and Indiana territories for his company.



The Late D. K. Jeffris

Max Sondheimer Plans Big Bear Hunt

Max Sondheimer, president of the E. Sondheimer Company of Memphis, will be the host to a large party of railroad officials, lumbermen and other business men on a bear and deer hunt on the 35,000 acres of timber lands owned by his firm in the vicinity of Sondheimer, La., for a week or ten days beginning November 14. The participants will gather at Memphis and make the trip directly to the scene of their sport. Big game will be the objective for the first three or four days and then the huntsmen will shoot quail and live duck, which abound in that territory.

Mr. Sondheimer has already made elaborate arrangements for the housing of his guests. He has also engaged for deer hounds, bear hounds and bird dogs from the same packs that worked for the late Theodore Roosevelt when he made this particular hunting ground famous in the annals of the South.

Among his guests will be: James E. Gorman, Chicago, president of the Rock Island lines; R. U. Calkins, president of the Chicago, Milwaukee & St. Paul railway; J. E. Calkins, manager of the Nippon Yusen Keisha Steamship Line; F. B. Bowes, vice-president of the Illinois Central system; C. E. Perkins and W. I. Jones, St. Louis, vice-president and assistant freight traffic manager, respectively, of the Missouri Pacific system; Messrs. Vail and Pope, of the Dodge Brothers Motor Car Company, Detroit; O. M. Krebs, McLean Hardwood Lumber Company; Nash Buckingham, head of the Buckingham-Easley-Corrigan Company; F. D. Beneke, secretary of the Southern Alluvial Land Association; C. J. Haase, King-Haase Furniture Company; Gilbert Schloss, F. G. Smith, Mossman Lumber Company; C. C. Dickinson, E. Sondheimer Company, and J. J. Bruner, all of Memphis.

Hardwood News Notes

MISCELLANEOUS

Harry P. Blake, who has been manager of the office division of the F. T. Peitch Company, Cleveland, O., hardwood distributor, has resigned to become identified with the Duttweiler-Weiler Company, with offices in The Arcade, Cleveland.

CHICAGO

W. S. Winegar, head of the Winegar-Gorman Lumber Company, was in Chicago for two days, November 1 and 2, to visit the Chicago office of his company, while enroute to eastern hardwood market centers.

W. J. Hubbard, who represents the Winegar-Gorman Lumber Company in the Wisconsin territory, with headquarters in Milwaukee, was in Chicago November 1 to confer with Joe Gorman, head of the Chicago branch.

An "Association of Home Buyers" is the original and enterprising proposal which S. F. D. Meffley, secretary-manager of the Lumbermen's Association of Chicago, has made to the directors of the association. He urges them to promote this organization, which he says should be financed for at least \$5,000,000 and provide for the building of from 1,700 to 2,200 homes and "prove a big factor in bringing business back to normalcy in Chicago."

In the preface to the description of his plan Mr. Meffley says that "every trade has its association, every community its chamber of commerce; automobile owners have their clubs; there are golf, athletic and social clubs, in fact, every activity in life, except that of purchasing and maintaining a home, is organized."

The organization which Mr. Meffley proposes would provide the loans for erecting homes and furnish all the necessary advice, including plans and the supervision of building.

Another evidence of Mr. Meffley's enterprise is the plan for the reorganization of the association, which he has recently placed before the directors. This plan provides for a wide extension of the services of the association to the members, and would create nine bureaus, or departments, each with a paid secretary in charge. These departments would be: traffic and transportation, trade extension, publicity, statistical information, inspection, educational, industrial relations, legislative, membership.

Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, Washington, D. C., and O. T. Swan, secretary of the Northern Hemlock & Hardwood Manufacturers' Association, Oshkosh, Wis., were in the city a week ago to attend the meeting of the American Trade Executives Association at the Drake Hotel.

A most interesting addition to current literature on lumber has been made by Christian F. Wiehe, secretary of the Edward Hines Lumber Company of Chicago. This is a brochure, entitled "The Tale of a Tree from the Forest to the Home."

The latest strike in the local millwork plants was settled Saturday, November 5, when the employers and the workers agreed on a wage scale of 90 cents an hour. Between 3,700 and 4,000 carpenters, painters and other skilled workers walked out November 1, following the posting of notices by the employers that the old scale would be reduced on that date from \$1.10 an hour to 85 cents.

J. W. Welsh of the Welsh Lumber Company, Memphis, was a recent visitor in Chicago. He reported conditions in the southern hardwood mar-

ket much improved, with prospect for a continuation of this improvement.

W. S. Winegar, head of the Winegar-Gorman Lumber Company, was in Chicago November 1 and 2 to confer with Joe Gorman, vice-president and general manager of the company whose office is in the New York Life building. Mr. Winegar was enroute East from Winegar, Wis.

W. J. Hubbard, who represents the Winegar-Gorman company in the Milwaukee territory, was in the city on November 1 to visit the Chicago office.

P. P. Philippi of the Mason-Donaldson Lumber Company, Rhineland, Wis., was in Chicago the first week in November calling on the trade. According to his experiences business is not so flourishing in Chicago as in other and smaller markets, nor are prices as attractive.

L. M. Burgess of the Steele & Hibbard Lumber Company, St. Louis, Mo., called on the local trade the first week in November.

Rowland S. Utley of the Chicago Lumber & Coal Company has returned from a selling trip to Philadelphia, Pa.

L. J. Pomeroy of the Landeck Lumber Company, accompanied by Mrs. Pomeroy, motored to Atlanta, Ill., last week to visit the latter's parents, Mr. and Mrs. S. K. Huston.

A. J. Adams, traffic manager of the Edward Hines Lumber Company and chairman of the traffic committee of the Lumbermen's Association of Chicago, recently issued a warning to shippers of this market against a probable car shortage.

NEW YORK

W. P. Good of the Port Aux Quillier Lumber Company of Quebec will arrive in New York on Monday. His purpose is not only to study conditions in the states, but to let the New York office of the firm have first hand information on the situation at mill centers in Canada.

Theodore G. Mittelstaedt, part owner with Samuel G. Ormsbee of the Wayne Lumber Company, 110 West Fortieth street, left this city last Monday on a tour of inspection of his mills in the Adirondacks. Mr. Mittelstaedt will be gone for some time and is now overlooking the operation of his mill at Placid Lake, N. Y.

Charles Kramer of the C. & W. Kramer Lumber Company, Richmond, Ind., was a recent visitor to this city, stopping at the Pennsylvania hotel. Mr. Kramer's trip was strictly on business. He reports a fair improvement of the hardwood situation from his district. He thinks that spring will bring a marked improvement. The Kramer company is a large manufacturer and wholesaler of hardwood lumber.

Paul H. Selden of George B. Selden & Son, Washington, D. C., was recently in this city on a business trip. He brought with him a report that there is a somewhat better demand for lumber in his district, with prices tending to firm. This firm does a wholesaler business in southern hardwoods.

A fifth fire in the last six weeks broke out on October 25 in the yards of the Astoria Mahogany Company of Long Island City. The fire in this instance was trifling compared with two others of a very destructive nature. Two pyromaniacs have been caught and jailed. They proved to be yard men of the concern.

PHILADELPHIA

Amos Y. Leshner, president of the Philadelphia Lumbermen's Exchange, is working on the Mayor's Unemployment Committee.

Contracts for buildings and building construction in the Philadelphia districts, which includes Eastern Pennsylvania, Southern New Jersey, Delaware, etc., number 1,739, with a total valuation of \$58,293,400.

Philadelphia hardwood dealers have been receiving numerous inquiries from European buyers. While some export business is being undertaken, the difficulty of arranging credits has hampered the booking of extensive orders.

The Great Northern Picture Frame Company, 110 North Second street, has gone into the hands of a receiver. A recent fire is given as the cause of the failure.

William Lear, leading hardwood dealer of this city, is one of the most optimistic men in the market. He does not want to see prices advance sharply to hold back business.

Wilmington, Delaware, reports more activity in hardwoods. The industries are picking up, particularly the works of the American Car and Foundry Company. This week an order was received for 43 passenger coaches for the Northern China Railroad.

Emil Guenther, hardwood dealer, is sponsor for the slogan "World Peace Fair" in place of the Sesqui-Centennial to be held in this city in 1926.

Fourteen Philadelphia industrial firms report that the month of October showed a great increase over September in the number of men placed on the payroll. These firms added 1,327 men during the month.

George H. Hervey, export manager of the Thomas E. Coale Lumber Company, an expert on the European market, says:

"European buyers of United States Lumber who are expecting a decrease in price will be sadly disappointed.

"The foreign buyers of our wood are becoming more exacting as to grades of wood, and percentages of widths and lengths," said Mr. Hervey. "This condition, coupled with their expectance of lower prices is respon-

sible for the present stand still in exports to those countries. Lumber manufacturers of this country who raised the prices of their wood as the demand increased are, in a way, also responsible for this condition. The continuance of these methods will seriously endanger their own business. They will be cutting their own throats.

"The decrease in freight rates and the improvement in exchanges were responsible for the past increased demand for our lumber. The greatest demand has been for hardwoods, especially oak. With the inevitable future resumption of demand for our woods I believe that the hardwoods will again be at a premium.

"Our foreign buyers believe that there will be a very noticeable decrease in the prices of our lumber in the near future. There is a tendency over there to expect a return of wood prices to the pre-war normal. This can never be for the same reasons that apply to any other commodity on the market. I believe that lumber prices will remain stationary for the present, but that in the future there will be a tendency towards higher prices.

"I would like to advise United States lumber manufacturers against sending consignment shipments," concluded Mr. Hervey. "If they do so they will be courting trouble for themselves."

BUFFALO

The semi-annual exposition of the furniture manufacturers will be held at Jamestown, N. Y., during the two weeks from November 7 to 15 and a good deal of interest is expected to be shown.

A number of cities and towns in Western New York, including Buffalo, are carrying out plans for the erection of public school buildings, and the aggregate cost will run into the millions. Buffalo alone will put up school buildings costing several millions.

Justice Sears in Supreme Court has been called upon to give a decision which is of much importance to the importers of hardwoods. The question is whether the Philippines are to be considered commercially as a part of the United States or as foreign territory. The New York Central railroad has brought an action against the Warren Ross Lumber Company, Falconer Junction, N. Y., over a shipment of Philippine mahogany. The amount involved is only \$510, but the railroad claims that higher rates apply to such lumber than that from some other countries. It was argued by the defendants that the lumber should be considered a native product, inasmuch as the islands are a political part of the nation.

The Standard Hardwood Lumber Company has 3,000,000 feet of dry lumber at its southern mills, which it will bring forward to Buffalo. President R. F. Kreinheder has gone south to look over this lumber and visit some of the mills in that section.

Railroad representatives have been canvassing some of the lumber concerns lately to learn what the probable effect of a reduction in freight rates would be. They have discovered that a good deal of long-haul lumber trade, including that in hardwoods, is being lost by the present abnormal rates, and that nearby lumber is being sought for because it can be landed here cheaper. This has caused a lot of substitution among consumers, who have given up temporarily at least the use of woods which they formerly thought they must have. The Pacific Coast has been particularly hit, it is said, by the stiff rates.

BALTIMORE

The Williamson-Kirk Veneer Company, which was incorporated recently under the laws of Maryland to manufacture veneers, is authorized to have a capital stock of 1,000 shares of common of no par value and 1,000 shares of preferred of a par value of \$100, and has acquired as a factory a structure at Texas, Md., which was formerly used as a munitions plant. Operations have been under way of late, but will be expanded.

M. S. Baer of the hardwood firm of Richard P. Baer & Co., this city, has been on a trip of about two weeks down South visiting the sawmill of the Magazine Hardwood Lumber Company at Mobile, Ala., and that of the Baer-Thayer Company at Bogalusa, La., two affiliated corporations. The plant at Mobile resumed operations not long ago and the one at Bogalusa was started up on November 1, as stocks of lumber held by the firm had got down to such small proportions by numerous shipments that additions have become desirable. Mr. Baer was accompanied on the trip by Alan Dill of Lewis Dill & Co., who desired to look over the southern field.

The State Board of Prison Control has sold to Philip Dennis and Thomas N. Purnell, trading as the Jessup Lumber Company, the timber on 225 acres of land between the House of Correction and Annapolis Junction, about fifteen miles from Baltimore, for \$2,000, and the purchasers will manufacture the timber into lumber.

Some 3,000 crossties of the Pennsylvania railroad at Fourteenth street and near Sixth avenue, in the eastern suburbs of Baltimore, were burned October 21.

Among the visiting lumbermen here last week was Mr. Brewster of the Sun Lumber Company of Weston, W. Va., who called on various members of the trade.

COLUMBUS

W. H. Schneider of Canton is building a new up-to-date mill directly across the street from the main yard.

W. A. Slatter, manager and principal owner of the Columbus Woodworking Company, will soon have the new mill on Leonard avenue completed.

Machinery will soon be installed and it is expected to have it in operation by the first of the year. The new mill will increase the facilities almost threefold. The present mill at the East end of Long street will be abandoned at that time. The new plant consists of two sheds each 400 feet long and a factory 60 by 80 feet.

The George B. Adams Lumber Company of Dresden, O., recently sustained a loss of approximately \$10,000 by fire. A warehouse and 25,000 feet of finished lumber were destroyed.

The John R. Gobeys Lumber Company has placed Van Gardner on the territory in central and northern Ohio which was covered by the late William G. Emrich for more than twenty years.

E. M. Stark, vice-president and treasurer of the American Column & Lumber Company, reports a decided improvement in the hardwood trade. There is a growing scarcity of the better grades of oak, poplar and chestnut. Prices are advancing all along the line and everyone appears more optimistic.

F. B. Pryor, sales manager of the W. M. Ritter Lumber Company, announces that orders have gone out from headquarters to put all of the company's mills on full time production. The concern has been operating on a 40 per cent basis for some time. The company has mills in Virginia, West Virginia and North Carolina.

CINCINNATI

The Appalachian Logging Congress will hold its 1922 spring meeting in this city. The date for the convention has not been definitely decided upon. Because of the cordial reception given delegates at the convention of the congress here last spring, members of the association at Knoxville, Tenn., recently voted to return here in 1922.

William J. Afsprung, general manager of the Bay Poplar Lumber Company, died of heart trouble while waiting for a street car with his two sisters, just after returning to this city from a southern business trip. Mr. Afsprung, who was sixty years old, had been in failing health for the past two years.

Proceedings in bankruptcy have been entered against the Probst Lumber Company, who until two months ago had offices in the Second National Bank Building. The creditors are Charles H. Sevik, Omaha, Neb., Hazard & Strickland of Ripley, Miss., and C. B. Colburn of Memphis, Tenn., and they say that the lumber company has made preference transfers of its property to Joseph Ferguson of Little Rock, Ark., and to the Missouri State Life Insurance Company, St. Louis, Mo. W. S. Probst is president of the lumber company which was organized on January 1, 1915, by taking over the Cincinnati branch of the Prendergast Lumber Company, Marietta, O.

The Central Lumber Traffic Association, with offices in the Greenwood Building, discontinued its operations on Nov. 1. The association was organized early this year with a membership embracing lumbermen in Ohio, Kentucky, West Virginia, Tennessee and Virginia. William Lockwood, general manager has assumed an executive position with the Buskirk-Heyser Lumber Company of this city.

John W. Goodspeed, treasurer of the American Box Board Company, Grand Rapids, Mich., and Miss Madeline Farman, also of that city, were married in Cincinnati recently. Mr. Goodspeed is 62 years old and his bride 20. They motored to this city for the wedding.

Roy Thompson, president of the Thompson Hardwood Company, has returned from a three weeks' business trip in the South, where, he said, a majority of the circular sawmills in the Mississippi Delta region are closed down and probably will not resume operations until spring.

Horace Dixon, export manager of the M. B. Ferrin Lumber Company, lost his six-year-old son, Horace, Jr., who was drowned when a raft on which he and another boy were floating sank in a pond near the Dixon home in Norwood. Mr. Dixon and his family moved here recently from East Orange, N. J.

Harry Freiberg, of the Freiberg Mahogany Company, who has just returned from the company's mill at Harahan, La., said that there has been a noticeable increase in the volume of orders for export trade, during the past two weeks.

Fire damaged the plant of Cramer & Brown, toy manufacturers in the Nevada Building to the extent of \$20,000. The fire started in the store-room on the sixth floor where several thousands of dollars worth of finished toys were awaiting shipment. The loss is covered by insurance.

EVANSVILLE

Gus Bauman, of the Maley & Wertz Lumber Company, returned a few days ago from a trip through the south and reported upon his return that business conditions are getting rapidly better and that he looks for the volume of business during the next six months to be larger than for the six months previous.

The manufacturers and dealers of this city are looking for a big volume of trade during the next year, as they feel like the railroads are going to equal upon a campaign of improvements. The plant of the Indiana Tie Company in this city is an active place and the company now has enough work on hand to keep its force busy for several months to come. A great many ties are being sent here by various railroads to be chemically treated by the local plant.

The Evansville Sash and Door Company a few days ago purchased

twelve lots at the corner of Wabash avenue and Ohio street from the Louisville and Nashville Railroad Company, the consideration being private. The company now has its warehouses and office on this land which has been leased from the railroad company for a number of years past. It is the intention of the company to erect a modern warehouse on the site that that will be two or three stories high, have concrete foundation. The dimensions of the building will be 250 by 350 feet. E. S. O'Hara says plans for the new warehouses have been drawn and that work on the structure will start within a few weeks.

The body of James V. Rush, for several years past engaged in the hardwood lumber manufacturing business at Memphis, was brought here for burial on Saturday, October 22 and burial took place in St. Joseph's cemetery. Mr. Rush died several months ago and his body was placed in a vault at Memphis as Mrs. Rush was not able at the time to make the trip north owing to the condition of her health. Mr. Rush was engaged in business in Evansville for a number of years and was one of the early presidents of the old Evansville Business Association, that was the predecessor of the Chamber of Commerce.

The regular monthly meeting of the Evansville Lumbermen's Club was held at the New Vendome Hotel on the evening of Tuesday, November 8. After a business men's luncheon, several business matters were taken up and discussed. Election returns were announced during the evening, this being the date of the municipal election in the city.

Hardwood lumber manufacturers in this section have been buying liberally of logs during the past month. Many logs have been coming in from the south, also from points along Green and Barren rivers in western Kentucky. Log prices are regarded as rather high. Quite a few of the local manufacturers are stocking up heavily on logs and are getting ready for the rush in business that they believe will come next spring.

A piece of yellow poplar placed under the dam at Spottsville, Ky., on Green river near this city ninety years ago, is now on display in the show window of a store at Henderson, Ky. It was removed a few days ago by government engineers in making preparations to improve the locks and dams. The lumber is in fine state of preservation in spite of the long number of years that it was in use.

LOUISVILLE

Members of the Louisville Hardwood Club are generally reporting good business, there being very few dissenting voices, and in fact business has been so much better that the club is now meeting weekly instead of every other week, as there is more coming up for discussion, and greater need of getting together more frequently to meet the new problems as they arise. A few houses are reporting fair to good collections, but the majority report that collections are a little slow, and some have some fairly good-sized accounts which are behind. The annual meeting of the club will be held on November 8.

R. R. May of the R. R. May Hardwood Company reports that business as a whole is very fair, volume having been good for the past two months, while export demand has been improving, there being more inquiry from Europe than for some time past.

D. F. Kline of the Louisville Veneer Mills is almost recovered from several weeks' illness and expects to be back at the office shortly. H. E. Snyder has been ill for some weeks past, but is reported as a little better. The company is completing a \$25,000 traveling veneer dryer, veneers going in wet and coming out dry on a slow moving conveyor system.

Charles A. Sicker, 53, lumber manufacturer of Campbell, Mo., was recently married in Louisville to Mrs. Lena M. Edwards, 42 years of age, of Louisville.

A recent report from Henderson, Ky., was of the death there of Aaron Lockett, 68 years of age, for years a sawmill operator. He is survived by a son, Stewart, and a daughter, Miss Jeffie Lockett.

Amateur cracksmen recently ruined two safes in the office of the Progress Chair Company, Louisville, tearing off the hinges and combinations, but failing to open the doors, although the safes were not even locked.

At Hickman, Ky., the Mengel Company of Louisville has resumed operations in its veneer mill, which has been down for two weeks or more for repairs and installation of additional machinery.

C. F. Steele, 29 years of age, wanted in Louisville for cashing a forged check on the Willard Hotel for \$64, was arrested in Indianapolis on October 26 on information furnished by the local detective department. The prisoner while in Louisville posed as a representative of the Steele-Hibbard Lumber Company, St. Louis, and is said to have made the same representation to the Long-Knight Lumber Company at Indianapolis.

A few weeks ago a man giving the name of J. C. Stein, and alleging that he represented the Philip Gruner Lumber Company, was in Louisville and placed at least one order for lumber, this order amounting to four cars. He endeavored to cash a check with the house from which he bought the lumber, but was stalled off. The concern notified the St. Louis house that it had received the order and was waiting for shipping instructions. The St. Louis house answered promptly, stating that the man was an impostor, and that it had no one on the road at the time. The Louisville man stated that the visitor undoubtedly knew the lumber game, but was \$10 a thousand high on tupelo, while he also questioned his reason for buying tupelo in Louisville.

Edward L. Davis of the Edward L. Davis Lumber Company was recently

appointed chairman of the Sales Code Committee of the Louisville Hardwood Club, which recently had a fresh communication from the Sales Code Committee of the National Hardwood Lumber Association, Memphis. The local club endorsed a plan proposed some months ago, but with certain reservations.

H. O. Van Tyle of the Louisville Point Lumber Company, who has been with the High Bridge, Ky., mill of the company for some months past, has again joined the main office organization at Louisville.

George Wilcox of the L. B. Wilcox Lumber Company reports that he has about all the business he can handle just now, and that his Mississippi mill is running at capacity.

W. P. Brown & Sons Lumber Company is planning starting its mill at Brassfield, Ark., about the first of the year, it now operating at Guin and Fayette, Ala. Some of the other mills of its chain will probably be started early in the new year.

NEW ORLEANS

The Weis-Patterson Lumber Co., Alexandria, La., has sold its sawmill, shingle mill, planing mill and lath mill and other property there to the E. Sondheimer Co., Memphis, according to news reaching here. The Memphis concern is doing some emergency remodeling work with the view of starting up the plants about the first of the next year. The E. Sondheimer Co. is the owner of about 16,000 acres of the finest hardwood and cypress timber in Louisiana situated in Avoyelles and St. Landry parishes, which it will manufacture at the plants just taken over by it at Alexandria, not many miles distant.

The Pelican Lumber Co., of which J. B. Robinson is general manager and George S. Yerger is president, will continue in business at Mound until the large stock of both hardwood and cypress lumber it has on hand is disposed of and then it is understood that at some future date the company will re-engage in the manufacturing end of the business, though no definite plans have been made public as yet by the Pelican officials. The Pelican Lumber Co., Mound, La., recently has sold out to the Stimson Veneer & Lumber Co., Memphis.

Richard Petrus was sent from the Memphis office to take charge of the newly-acquired property, which was transferred about the middle of the last month, though its announcement was withheld until more recently.

George S. Balmer, veteran of the New Orleans hardwood trade, has recently been appointed manager of the hardwood department of the S. L. Belknap Lumber & Export Company, of that city. In addition to all species of hardwoods, Mr. Balmer will handle in his new office staves, box shooks and some cypress lumber.

WISCONSIN

The E. F. Wieckert Lumber Company of Neenah, Wis., has been incorporated with a capital stock of \$125,000 to take over and continue the business founded in 1876 by E. F. Wieckert, who died some time ago. The concern operates a sawmill and planing mill and does general millwork. Officers of the new corporation are: President, A. H. Wieckert; vice-president, H. E. Wieckert; secretary and treasurer, Arthur H. Kuether. Stockholders include Mrs. E. F. Wieckert, Mrs. Minnie Haertl and all of the officers.

The board of education at Racine, Wis., has accepted the bid of the E. H. Stafford Company of Chicago to furnish 1,000 folding chairs, and the Northwestern Furniture Company of Milwaukee 600 opera chairs for the equipment of the auditorium of the new Franklin and McKinley graded school buildings, now being completed.

The Hartmann Trunk Company of Racine, Wis., which closed its plant for several weeks to balance inventories and make readjustments, has resumed operations with a normal force of nearly 350 men. Orders now on the books insure capacity production for several months forward.

The Phoenix-Parfrey Company of Prairie du Chien, Wis., has completed its new veneer mill, located on the banks of the Mississippi river, and is now operating the plant at full capacity. The concern is affiliated with two large manufacturing companies, which divide the entire output. One is the Phoenix Products Company of Milwaukee, manufacturing laundrymen's wood supplies, and the other is the Parfrey Company of Richland Center, Wis., manufacturing cheese boxes, staves, heading, etc. Charles A. Parfrey, head of the Richland Center concern, is president, and G. W. Wordingham, head of the Phoenix company, is vice-president. A. R. MacEachron is secretary and treasurer as well as general manager of the Prairie du Chien mill. With the new facilities the Phoenix-Parfrey company is able to handle requirements of outside manufacturers to some extent.

The Northern Furniture Company of Sheboygan, Mich., has awarded contracts for the erection of a new four-story fireproof factory building and power plant at South Water Street and New Jersey avenue, which will represent an investment of at least \$100,000 when completed. It will be four stories high, 95x105 feet in size, and was designed by Architect W. C. Weeks, 720 Ontario avenue, Sheboygan.

The Milwaukee Washing Machine Company is a new Milwaukee corporation organized with a capital stock of \$50,000 to engage in the manufacture of domestic washing machines, wringers, etc. The offices and

MAHOGANY

Offices and Warehouse
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

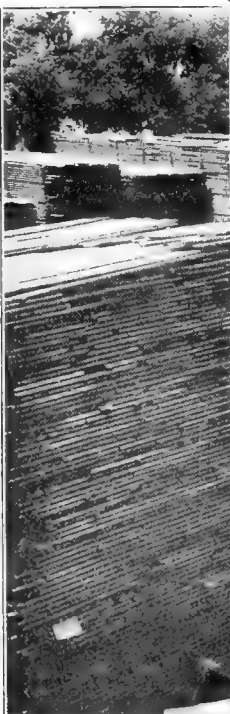
Saw and Veneer Mills
NEW ORLEANS, LA.

CHICAGO OFFICE
M. S. Johnson
39 W. Adams St.

GRAND RAPIDS
Geo. A. Baker
Hotel Cody

LUMBER AND VENEERS

THE FULL VALUE OF OUR CLEAN, WIDE
BOARDS IS PRESERVED THROUGH CARE-
FUL HANDLING AND PILING ON OUR
MAHOGANY YARD AT NEW ORLEANS, LA.



factory will be located at Clinton, Wis., where the company has acquired the plant of the former Clinton Dairy Supply Company and will install new machinery for woodworking and other processes. W. A. Erni, 3928 Vliet street, Milwaukee, is president and general manager.

The Nickerbacher Novelty Company has been organized at Janesville, Wis., by C. R. Buffum, 1320 Racine street, formerly connected with the Samson Tractor Company. It has taken over the second floor of the building at 18 North Bluff street and will install equipment for the manufacture of hardwood novelties, principally a wooden cigar stand for home, office, store and hotel purposes. A daily output of 100 stands is planned at the start. After the holiday trade has been satisfied, several other novelties will be put in production.

The J. O. Nessen Lumber Company of Manistee, Mich., has placed the steamer N. J. Nessen into drydock at the plant of the Manitowoc Ship Building Corporation, Manitowoc, Wis., for general repairs and overhauling. The yards also are rebuilding the steamer Arizona of the Goodrich fleet. The wooden tug J. H. Meyer will be fitted with an entirely new hull. Several other contracts have been taken, which will keep the Manitowoc yard busy at a fair rate of capacity until the opening of navigation in 1922.

The Rib Lake Chair & Manufacturing Company of Rib Lake, Wis., has perfected its organization and started work November 1 on the erection of a two-story factory, 40x85 feet, to be ready about January 1. The company is taking over the entire business of the Rib Lake Wood Products Company, many stockholders of which are interested in the new concern. Officers have been elected, as follows: President, C. R. Claussen; vice-president, John H. Schaack; secretary, George F. Braun; treasurer, J. A. Taylor; directors, A. Wagner and W. F. Pagel.

The A. H. Rusch Sons Company of Reedsville, Manitowoc county, Wis., has amended its corporate articles to provide for an increase in capitalization from \$25,000 to \$50,000. The new issue will be used to develop the business, consisting of manufacturing and selling lumber, millwork, etc. A. H. Rusch is president and Arnold Rusch secretary and treasurer.

W. F. Crane, formerly of Stanley, Wis., and still operating a sawmill at Jump River, has located at Chippewa Falls, Wis., and opened an office for wholesale lumber business and a yard for retailing.

The Wisconsin Wagon Works, 113-123 South Blair street, Madison, Wis., were damaged from \$40,000 to \$50,000 by fire shortly after midnight on October 27. The entire roof of the three-story factory was burned away. Repairs are now being completed and operations will be resumed at once. The concern specializes in the manufacture and repair of wagons, delivery wagons, bodies for motor trucks, etc. R. A. Rott is general manager.

The Kneeland-McLurg Lumber Company of Phillips, Wis., resumed the

operation of its big sawmill on November 1, after being idle since the early part of May. The entire plant has been overhauled and replacements made in anticipation of an uninterrupted run through the winter and possibly all of 1922.

The Randolph Wagon Works, Randolph, Wis., which recently started work on foundations for a new factory, 100 by 100 feet in size, has deferred erection of the superstructure until next spring because of the weather. The building and equipment are planned on a scale to represent an investment of \$35,000 to \$40,000. Contracts for additional machinery probably will not be placed until after January 1. William Gossink is secretary and general manager.

The Standard Manufacturing Company of Appleton, Wis., has started work on the erection of a new sawmill, to be 30 by 40 feet in size, on the site of the old mill, which has been razed. New equipment will be installed, to be ready by February 1. It will be a steam power mill, supplied from the company's own plant, now being enlarged. When the new mill is completed any surplus capacity will be used to accommodate custom sawing.

The Vilas County Lumber Company of Winegar, Wis., suffered a loss of several hundred dollars when the sawmill was entered during a brief absence of the night watchman and the belting slashed to ruin. No motive for the act has been found.

The Kneeland-McLurg Lumber Company of Phillips, Wis., has recently made disposition of approximately 3,000 acres of cut-over timberland in Ashland county to Emil H. Bauch of Ashland, who will engage extensively in colonization work.

Chris. Wunderlich of Lily, Langlade county, Wis., suffered an estimated loss of nearly \$50,000 by fire on October 24, which wiped out the entire yard, including 700,000 feet of lumber and 400 cords of slabwood. The sawmill was saved after hard work. It was to have started sawing on October 26, but the yard fire delayed the resumption of operations more than a week. On October 29 the yard of Wunderlich & Plueger in the town of Ainsworth was badly damaged, together with the yard of the Wittenberg Cedar Company. Wunderlich & Plueger had 350,000 feet of lumber cut by a portable mill at the tracks ready for loading, and practically all was destroyed. The Wittenberg company lost 600,000 feet. The total damage is estimated at \$40,000.

The Gold Medal Camp Furniture Company of Racine, Wis., has resumed operations after a month's idleness and is working a force of 125 men, which is about the normal number.

The Wisconsin-Michigan Lumber Company expects to reopen its sawmill at Eagle River, Wis., on November 15, being encouraged by the improved

(Continued on page 55)

Better Terms for Furniture Get Strong Backing

Vigilance Committee of Associated Advertising Clubs of World Approves Work of National Council of Furniture Associations and Suggests Definitions That Should Be Used

The movement begun by the National Council of Furniture Associations to establish definitions for their products that will honestly describe the materials used in their manufacture and thus elevate the ethics of their trade, was given powerful impetus at a meeting held in Cleveland, Ohio, by the Vigilance Committee of the Associated Advertising Clubs of the World on Tuesday, November 8. The work of the furniture council was commended and a series of classifications were adopted along the lines laid down by them at their meeting at Hot Springs, Va., in September.

These terms were merely suggestive and it is the understanding of the Cleveland meeting that they are to be subject to amendment by interested parties until they are finally acceptable and accepted by all, when they are to become the authoritative standards of the trade.

The purpose of the committee in calling the meeting was to promote the development of standards for furniture classification which not only can be used in the sale from the manufacturer to the retailer, but are thoroughly comprehensible and significant to the layman in his purchasing of furniture from the retailer.

Plan to Sell Entire Trade

The meeting was attended by representatives of furniture manufacturers, lumber manufacturers, furniture retailers and the furniture and lumber trade press. It was presided over by Richard Lee, counsel for the Vigilance Committee, who was tendered an invitation to attend the annual meeting of the National Retail Furniture Dealers' Association at Grand Rapids in January, where it is hoped the manufacturers and retailers of furniture may be brought together and the whole industry, at one time, "sold" not only the idea of the four square definitions but the wonderful spirit behind the great constructive work of the Vigilance Committee toward purifying American trade practices.

In his introductory talk, Mr. Lee, accorded some credit to Lawyer Hawke of Cincinnati for the movement for honest representation of furniture, but declared that while some good had come of Hawke's efforts, his methods were doomed to fail because they were unethical and compulsory, while no permanent good can come from a movement of this kind except through conversion by means of education.

The status of the committee's meeting in Cleveland was informal and because of this its actions were merely advisory. But, nevertheless, they will be followed through, until out of them has come a clear definition of standards of furniture materials, which neither the furniture manufacturer nor the furniture dealer can afford to ignore.

Definitions Suggested

The following are in effect the definitions developed by

the committee, with the idea of producing terms that may be applied to all kinds of furniture, not merely that manufactured by any one group or set of groups:

"(a) **SOLID THROUGHOUT**: This to describe such furniture as is composed in every particular entirely of solid wood of the kind in question.

"(b) **SOLID EXTERIOR**: Those pieces, the exposed or exterior parts of which, are made of solid wood of the kind in question, other parts to be of such woods as in the judgment of the manufacturer are best suited to the purpose.

"(c) **BUILT-UP**: Bed Room or Dining Room Furniture shall have all exteriors, except Case Back, Case Bottom and Mirror Back, of the kind of wood designated. The Tops, Fronts and Ends may be Built-Up (meaning Veneers). It was the sense of the meeting that the words veneers or veneering should not be used in retail advertising to the buyer of furniture, but that every effort should be made to kill the term as applied to cabinet work.

"(d) **COMBINATION**: Bed Room or Dining Room furniture designated as COMBINATION shall have the tops, Drawer Fronts, or Doors and Ends of Built-up or solid wood of the kind designated, the remainder of the case to be constructed of such woods as the manufacturer may consider most suitable for the purpose. The term COMBINATION should always be accompanied by an accurate description of what the combination consists, as to kinds of wood used.

"(e) **FINISH**: This term should be used only in connection with an accurate statement of the name of the wood of which the furniture is made.

"(f) Furniture shall always be called by the name of the wood of which it is made, and not by the name of a substitute or fanciful name tending to mislead."

The meeting went on record as recommending that with an indelible stamp there be placed on each piece of furniture shipped, the letter designating its classification as "A," "B," "C," etc., this to apply of course only as to standards of materials used and not as to values.

Furniture Council Terms

The following are the terms adopted by the National Council of Furniture Associations at Hot Springs, and since ratified by the National Alliance of Case Goods Manufacturers and the Central Bureau of Dining Table Manufacturers, the latter with two minor amendments:

"SOLID

"Bed Room or Dining Room Furniture designated as SOLID shall have all exteriors except case back, case bottom and mirror back, of solid wood of the kind designated.

"The interior of the case may be constructed of such woods as the manufacturer may consider most suitable for the purpose.

"COMBINATION"

"Bed Room or Dining Room Furniture designated as COMBINATION shall have the tops, Drawer Fronts or Doors and Ends of plywood or solid wood of the kind designated. The remainder of the case to be constructed of such woods as the manufacturer may consider most suitable for the purpose."

"SUBSTITUTE"

"When the word 'FINISH' is used in connection with the name of a wood, such as Walnut Finish, Mahogany Finish, Oak Finish, etc., in describing Bed Room or Dining Room Furniture it may be applied to furniture made of any woods considered by the manufacturer as most suitable for the purpose."

"GENUINE"

"Bed Room or Dining Room Furniture designated as GENUINE shall have all exteriors, except case back, case bottom and mirror back, of the kind of wood designated. The Tops, Fronts and Ends may be Plywood."

"The interior of the case may be constructed of such woods as the manufacturer may consider most suitable for the purpose."

These terms were referred to the various associations affiliated with the National Council for their adoption. According to a resolution presented by J. A. Conrey and adopted by the Council, they will be printed and distributed to the retail trade when they are ratified by the member associations.

In adopting these definitions the Council recommended that each branch of the furniture industry use them and adopt a definite description to apply in connection with the terms "Solid," "Genuine," "Combination" and "Substitute." The descriptions were framed to apply specifically to bedroom and dining room furniture, but the Council held that they can be used to describe other kinds of furniture, provided proper definitions are adopted to accompany them.

At a meeting of the Central Bureau of Dining Table Manufacturers, held on October 28, the descriptions recommended by the Council were adopted with an amendment providing that the phrase "or unexposed parts" be added to the second paragraph under the heading "Solid," making this paragraph read, "The interior, or unexposed parts, of the case may be constructed of such woods as the manufacturer may consider most suitable for the purpose."

Why Lumber Is Steamed During Kiln Drying

From the questions asked by numerous students taking the short courses in kiln drying at the Forest Products Laboratory, Madison, Wis., it is evident that many who operate kilns and handle lumber do not understand the object of steaming lumber in a kiln. There seems to be a common impression that the purpose of steaming lumber is to "remove the sap." This is far from being the fact, for when lumber is steamed it takes on moisture, as a rule, instead of giving off anything.

The reason for steaming lumber during drying depends on when it is done, but nearly always the treatment is given for one of the following purposes—(1) to heat lumber through quickly at the start; (2) to relieve stresses which otherwise would produce checking, casehardening, and honeycombing; (3) to equalize the moisture content and condition the lumber ready for use at the end of the run; (4) to kill fungi and insects in the wood.

When lumber should be steamed, how long the treatment should last, and what temperature should be maintained are points which have been determined at the Forest Products Laboratory by experiments on many species of wood. A thorough understanding of the steaming operation is essential, because the whole kiln charge can easily be ruined by too severe a treatment. One of the chief needs of many commercial kilns is proper steaming facilities, without which a high degree of success in the artificial seasoning of wood is impossible.

Casein Glues Exceptionally Durable in Damp Places

Casein glues are as a class more water-resistant than animal and vegetable glues, but they are not, strictly speaking, waterproof. There is no glue that is waterproof in the sense that it is absolutely unaffected by water after a long immersion. Nevertheless, there are casein glues that are so water-resistant that plywood glued with them will withstand soaking for many weeks in water or exposure for many months to a warm, damp atmosphere. Under similar conditions, animal and vegetable glues would lose their strength in a comparatively short time.

When casein glue joints are kept fairly dry, they can be expected to retain their strength and remain unchanged for an indefinite period, as is the case with animal and vegetable glues. Water-resistant casein glue in a joint, kept constantly wet, will after a long time weaken, but it will ordinarily regain a great deal of its strength if the joint is dried. In a study aimed to discover the reason why casein glues ultimately decompose when kept moist, the Forest Products Laboratory found that under certain conditions the decomposition seemed to be due to a hydrolysis of the casein, undoubtedly brought about by the sodium hydroxide that is always present in casein glues.

This explanation when published was misunderstood to some extent. It should not be taken to mean that casein glues are unreliable, and not durable enough for use in manufacturing plywood and other glued products. On the contrary casein glues are considered as permanent as any under dry conditions, and the water-resistant casein glues are more permanent than animal or vegetable glues under wet or damp conditions.

Brazilian Woods for Furniture

Research at the Forest Products Laboratory has provided some information on the value of nine Brazilian woods for furniture. The woods were all satisfactorily cut into veneer, kiln dried, and glued. Their chief characteristics are indicated in the table below.

CHARACTERISTICS OF BRAZILIAN WOODS

Wood submitted as	Resistance to saw similar to	Color of bolt submitted	Figure	Finish
Cabreuva	American larch	Dark brown	Distinct streaks	No stain needed
Cedro	Spanish cedar	Reddish brown	Like Spanish cedar	Similar to Spanish cedar
Embuva	Birch	Greenish black	Like walnut	With dark stain would resemble walnut
Ipe	Greenheart	Greenish brown	Uniform	No stain needed
Jacaranda	Walnut	Greenish black	Like walnut	With dark stain would resemble walnut
Jatahy	American elm	Reddish brown	Like mahogany	Could be substituted for mahogany unstained
Jequetiba	Rock elm	White to Yellow	Like mahogany	Could be stained to imitate mahogany
Marfim	Greenheart	White	Plain	Requires color
Peroba	Walnut	Red	Wavy, not striking	Might be used unstained in place of rosewood

The Jasper Manufacturing Company, at Jasper, Ind., announced a few days ago that after January 1 of the coming year the name of the concern would be the Hoosier Desk Company. The trade name will be "Hoosier Desks" and the slogan of the company will be "Built True Clear Through." The change in names was made in order to avoid confusion in the mails, etc., with other large manufacturing concerns at Jasper.

SHERATON CHIPPENDALE, HEPPELWHITE and the BROTHERS ADAM

All used veneer and employed the plywood principle in building and finishing their finest creations. Chippendale even veneered his finest chairs. Sheraton's famous sideboard for the London Times was built of Plywood-Veneer.

From Ancient to Modern times, and more particularly, the all important *PRESENT TIME*—the costliest, the most beautiful, the most artistic furniture was and is made, using veneers and plywood.

These are facts, and it is also a fact that for the best and *best-made* plywood and veneer—ours is the plant. The largest in the world.



On the Back of Your Veneered
Tops and Panels
Means Guaranteed Quality

New Albany Veneering Company

E. V. Knight Plywood Sales Co.
Sales Agents New Albany, Ind.

Industrial Engineers in Woodworking

By William Snaith

Woodworking is at last attracting the services of the industrial engineer. Why one of the oldest branches of industry should be among the last to use the technical man in solving its problems is more or less of a mystery. Maybe it wasn't realized that there were problems. More than one executive of the old school has proudly claimed to have no trouble drying lumber in an oven-like contraption that just naturally had to check and caseharden it. Because it always did this more or less and generally more, there wasn't any problem. To an industrial engineer the fact that any system or method has been followed for a long time is sufficient cause of warrant its being looked into for possible improvements. The older a method the more likely that it can be improved. Of course, this is not always the case, but such an attitude of mind makes for alertness in finding places where further progress may start.

Of the four divisions of business—finance, accounting, selling and production—it is the last which is the foundation on which the others build. Without production there is nothing to finance or sell and no need for records of accounting.

During the war production regardless of cost was the rule and this fact has probably led to the formation of some bad habits among producers which are going to prove costly to eradicate. In the coming years it will be more necessary than ever to study production with a view to reducing costs, and it must be to the industrial engineer that manufacturers must turn for the solution of the problem. From the records prepared by the production department the accountant will be able to get accurate knowledge of costs and the sales-manager the data on which to base prices.

Analysis of Product

The first step in studying production is to know what is to be produced. This may sound somewhat trite, but the mere cataloging of all the articles to be made in an average plant serves several purposes and will likely reveal old lines which are obsolete and should be dropped, articles which are so nearly alike that it is unprofitable to continue the distinctions, the main product for which the demand is known and new lines for which demand is to be created.

This list will vary from one single article to several hundred or thousand, with the size of the business. After this has been gone over carefully and all deadwood eliminated, a list of all the component parts of each article is made. In the discussion of standardization we shall see that as far as possible the designs are modified to permit the same part being used in a number of articles. Our third list gives us all the operations on each separate part, in their proper sequence.

A survey is next made of the machines and tools available for turning out the product. The speeds and feeds are determined and the capacities noted. Their condition is investigated as having a direct bearing on quality. The layout of the whole plant also calls for study under this head. If possible the raw materials should enter at one end and the finished product leave at the other, but in actual practice this condition is a rarely attained ideal.

The extent to which back-tracking and unnecessary moves can be avoided is usually considerable. It is to be borne in mind in this connection that if the moving of machines is called for, such expense will be incurred but once, while the cost of any additional handling or trucking is a continuing expense that may be sufficient, in even a short time, to pay for the change.

Standardization

The foundation stone of modern manufacturing is standardization. It is not enough to standardize the product itself; the methods and machines must be standard also, as well as the materials used. To a certain extent the men who do the work must come up to a certain standard, although it is likely that some of

the steps in this direction by some authorities go further than is necessary. It is the part of wisdom to select men with some regard to the work they will be expected to perform, using size and strength for heavy work and skill and experience for the finer lines. It is variously estimated that the cost of breaking in a new employee runs from \$50 to \$250 and in special cases to much higher figures. Cutting down the labor turnover results in a saving which can almost be measured in dollars and cents.

In the case of materials, when once the most suitable material has been found, a brief specification covering it is prepared and future orders must conform to this. In the case of small parts, such as nails, screws, bolts and nuts, a complete description is prepared so that no difficulty will be encountered by a firm receiving an order for them in filling it. In these days of specialization there are so many varieties of even the simplest things that the chances are multiplied of getting something sufficiently different, although of the same class, for the variation to be serious.

After trying out various methods or different series of operations the best and most economical is chosen as the standard and this will be adopted for all future work until a cheaper or better way is devised. The extent to which it will pay to experiment in determining the best method of performing an operation will depend on the number of times it is performed.

The industrial engineer is not usually responsible for matters of design, but as a general thing the establishing of a system of standards will reveal possibilities of changes in existing designs in the direction of further standardization. The same part can perhaps be made to fit into several articles either without change or with only slight modifications. Where a varied line of goods has been made for some time without any special attention to this feature, the standardizing of designs is likely to result in some surprising economies. It is not at all uncommon to reduce a diversified list of similar parts to one-quarter or even one-tenth without perceptibly changing the appearance or in any way detracting from the quality.

Wage Payment Systems

It is perhaps not too much to say that without standard times in which operations are to be performed, and rates of pay based thereon, it would be impossible to plan accurately the sequence of a series of operations or to make much better than a guess as to the probable cost.

What opposition there may be to piece work has its source not in anything inherently wrong with the system itself, but in unfair ways in which it is commonly used. Piece rates have been based on past performance without a proper study of that performance to determine whether it represented a fair output produced under proper conditions. Very few men work at a rate more than half that of which they are capable, and the difference between a man merely holding down his job and another actively interested in getting all he can out of it, is surprising.

If a rate is calculated from the output of an operator working under unstandardized conditions and only moderately interested, there can be only two results. The operator, with only slightly increased effort and taking advantage of the incentive to devise better methods, will increase his production perhaps to double what it was before.

The man who set the rate, apart from any criticism he may come in for, is bound to feel that the operator did not previously work at a fair rate and almost inevitably the rate will be cut. This will seem like an injustice to the operator and he will see to it that he does not further increase his production and thus forestall further cuts. Manifestly under such circumstances it is extremely difficult to reduce costs.

(Continued on page 40)



Our organization is backed by a tremendous supply of carefully selected timber. The barge shown above carries 900,000 feet of hardwood logs cut from the best timber and destined for our mills.

Veneers and Plywood

**In stock sizes—also according to specifications.
Walnut, Mahogany, Quartered and Plain Oak,
Gum, Birch, Ash, Plain or figured Yellow
Pine, Cottonwood, Sycamore and other woods.**

The above is not an announcement of ordinary facilities for veneer and plywood manufacture. We offer to the trade a deluxe product manufactured in the most extensive and complete plant of its kind in the country. This business was founded in St. Louis forty years ago on an humble, but sound basis. It has progressed steadily since, the second of two thoroughly modern factories having been completed in St. Louis last year.

Our product is universally accepted as a standard in plywood production because this business was founded practically in the infancy of commercial plywood manufacture and much of the progress in perfecting this product is attributable to the thorough organization and remarkably complete manufacturing facilities of this company.

Your business may wisely be intrusted to our hands.

St. Louis Basket & Box Co.

ESTABLISHED 1880
ST. LOUIS, MISSOURI

Manufacturers of Superior Plywoods for 40 Years

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."



"The Cabinet-wood of the Ages"

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."

SALES AMMUNITION:

Our "All-America" campaign for American Walnut *Trade Extension* through advertising is furnishing alert manufacturers and dealers with innumerable selling arguments. The *Walnut facts* alone are what clinch the sales. The best public is "all for American Walnut."

In all of our advertising, including the beautiful series of four-color illustrations in the leading magazines, we are continually driving home the long list of American Walnut's simple and enduring virtues—rich *natural* color, supreme stability and strength, easy working properties, and *unfading* beauty. No stain is needed to produce the royal elegance of warm browns so coveted by the best trade.

One of the chief causes of the steadily rising demand for American Walnut furniture and interior trim is its faculty for *growing in beauty with the passing of the years*.

"The Cabinet-wood of the Ages" is a true phrase.

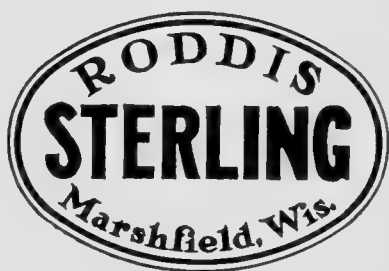
Our Walnut Brochure, de luxe, is filled with ideas and suggestions of interest and value to the trade. A request will bring it, with our compliments.

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION

ROOM 1024

616 SOUTH MICHIGAN BOULEVARD

CHICAGO, U. S. A.



Sterling Quality

is more than a pleasant phrase of words. It represents all our experience and desire to serve. A sample order will allow us to show you our quality and ability to serve you promptly.

REPRESENTATIVES:

GRAND RAPIDS, MICH. . . . F. K. TINKHAM
CHICAGO, ILL. G. M. PALMER
ROCKFORD, ILL. K. E. KNUTSON

Send us your inquiries

Roddis Lumber & Veneer Co.
27 Years at Marshfield, Wis.

(Continued from page 38)

It is quite possible to determine the proper time an operation should take by careful analysis of the motions as revealed by a time study and after making allowance for personal time, machine care and incentive, to set a rate which can be guaranteed against change as long as the standard conditions under which the work is to be done are unchanged. If speeds or feed are afterwards changed, or standards of quality are altered, the rate is proportionately increased or decreased, but the same effort on the part of the operator will result in the same financial reward. If some system of paying for suggestions which result in increasing production is used, there will exist conditions which are bound to reduce costs and increase output.

To control production really, so that all the necessary parts reach their sub-assemblies at the right time for the sub-assemblies to reach the final assembly in the proper sequence and time, is as fine an example of organization as can be found. By anything short of the thorough analysis already outlined, and without standard methods, it is not too much to say that it is impossible unless the work done is very simple indeed.

To explain at any length the actual methods used would take more space than would be justified in this article. Not only does each branch of industry call for different methods, but the organization of each individual plant must be considered, and its peculiarities of layout, personnel, location and many other things. There are fundamental principles, however, which apply universally and if these are compiled with a workable system will be evolved.

Above all things such a system must be flexible. There are always several ways of doing anything and emergencies are bound to arise. The system must not be disrupted if, in any emergency, standard methods are temporarily discarded and work re-routed through other channels. In fact, it is not too much to say that a system is a success in proportion to its ability to handle the unusual in an efficient way and quickly return to normal afterwards.



THE solid success which has attended this company's half century of business is attributable to its having established high ideals through direct personal contact with its customers. During the current period of transition, many buyers have had difficulty in establishing satisfactory supply connections for strictly high-grade hardwood lumber and veneers. May we suggest that through personal contact we are confident of our ability to demonstrate that our selection of genuine northern grown oak, walnut, maple, ash and other major species, and our rotary cut poplar, is sufficiently varied to prove a genuine asset to any discriminating buyer, and that this conceded superior product is just as good today as was the original stock manufactured on the same site fifty or more years ago? Surely it will pay you to know us better.

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA

Rail Settlement Encourages Grand Rapids

By Our Staff Correspondent

Two events of recent date have served to give to the furniture industry in Grand Rapids a new impetus and to mark a hopeful course for the future. First was the calling off of the railroad strike and second was the announcement that Grand Rapids a year from now is to have another fine new hotel backed by the furniture men and to cater particularly to the furniture men during their semi-annual visits to the Grand Rapids market.

With the railroad strike staring the industry in the face nobody had much of any courage to go ahead with anything and all had an idea that perhaps the tie-up of all sorts of industry would put the furniture business completely out of the running for an indefinite period. Immediately the strike was called off, however, orders began to come in again with the result that at the present time there seems every indication that the Grand Rapids factories at least, and this probably applies to the entire industry, will be able to run to nearly if not quite full capacity from now until the January market opens. At that time, of course, it is expected there will be sufficiently generous ordering to make certain of continued operation until the spring months when it is confidently hoped and expected conditions will have become more nearly normal and business will assume its accustomed course.

The first half of October were indeed gloomy weeks for the industry. All factories in Grand Rapids were running but it was a sort of hand-to-mouth existence. Prices which had been placed at rock bottom levels in July had kept the wheels turning, without profit to speak of if any at all, and dealers were forcing their sales at all points in order to move what they had ordered. The threatened railroad strike, which would have tied up industry and have thrown out of employment millions of working men everywhere, was not conducive to further ordering. The result was that when a salesman got an order on the road it was always one that he had earned his money getting and he was not at all sure but that more mature consideration on the part of the dealer might result in a cancellation reaching the office ahead of the order.

But immediately the announcement was made that the strike had been called off, orders instead of cancellations began to arrive, orders which had not been solicited and other orders which had been tentatively given. The result was a new hope in the furniture industry and the apparent assurance that the factories would find plenty to do through the holidays and until the January market brought in the usual orders.

New Hotel Will Aid Market

Immediately, too, came the announcement that a new hotel is to be erected in the downtown district to cater particularly to the furniture men. At the head of the hotel organization is C. S. Dexter of the Grand Rapids Chair company and L. D. Eldredge of Hubbard, Eldredge & Miller of Rochester, N. Y. The hotel calls for 300 rooms and is to be elaborately equipped throughout. For several seasons one of the greatest problems the furniture market has had to face has been the lack of hotel facilities. The Grand Rapids Market association has been forced to maintain a room-finding desk in the Pantlind and buyers have been assigned to rooms in private houses because of the inability of the hotels to care for the rush. This has been unsatisfactory and has kept a large number of buyers out of the market. In the last two seasons arrangements had been made with the Pantlind to care for the buyers only and salesmen and out-of-town manufacturers have been forced to shift for themselves. Many salesmen have consequently disliked coming to market and have gotten away as quickly as possible. But the new hotel is designed especially for furniture men and will probably be filled with the salesmen, leaving the Pantlind entirely free for the buyers. The plan calls for the completion of the new structure by January 1, 1923.

The threatened strike of coal miners does not worry furniture

manufacturers in the least. In the first place they have sufficient supplies of coal on hand to carry them through the next four months at any rate and since they can keep running very largely on their own refuse, they see no danger of a forced shut-down from this cause.

Conditions Unusually Hopeful

Altogether the furniture industry so far as Grand Rapids is concerned is today in a more hopeful situation than at any time in the last 14 months. Dealers are now, according to the reports of salesmen returning and according to statements made by buyers in the market, doing a better business than at any time since the slump of August, 1920. Moreover, their goods are being moved more easily than formerly and some of the buyers in the market are insisting upon quick delivery of their orders. Some even complain that they are unable to get their merchandise as quickly as they would like so that everybody seems happier than for a long time.

Two other factors enter into the situation on the right side of the ledger also. One of these is the announcement by the Southern Pacific of a tremendous cut in freight rates. This will open up a lot of territory which has been all but closed because of the excessive charges for hauling. It is taken for granted, too, that this reduction is but the forerunner of other reductions by other roads soon to be announced.

The other factor is the new business that has been placed upon the books in the last year. For a considerable time the big dealers who had been overloaded during the period when everybody was scrambling for orders were out of the market until they could dispose of what they had in their bulging warehouses. The manufacturers were therefore forced to seek an outlet for their goods elsewhere and they found that outlet in the smaller towns and among the smaller dealers who had been passed up in the big rush. Now the big fellows are back in the market again and the result is a very considerably increased field for operation. Therefore business is looking up again and furniture seems to be staging a very considerable come-back in the last two or three weeks.

Interesting Designs Promised

Designs in the January market will prove most interesting. The new designs which Grand Rapids manufacturers and the larger ones all over the country brought out in July will in January have spread to nearly all the other lines. The makers of the lower grades of furniture will by that time be showing the designs of July with such modifications as may be necessary to get the price down to their levels. Meantime the Grand Rapids manufacturers will have discovered definitely what of their designs sold and what were "duds," so that some of their July designs will have disappeared and other new ones will make their appearance both for the purpose of replacing the duds and also for the purpose of keeping well out in front of the makers of cheaper grades of furniture who will have copied the July showings.

Just what the new designs will be the manufacturers are at this time keeping very much to themselves, but it is a certainty that there will be some more sensational showings such as characterized the July market. Whether these new showings will run to the flamboyant extremes of some of the good sellers of July or whether those flashes-in-the-pan will have outlived their usefulness remains yet to be seen. It is altogether likely, however, that so far as makers of high grade furniture are concerned there will be somewhat of a return to the more staid and correct designs and quite certainly a sufficient price upon them to make the manufacture of furniture profitable once more, a thing which was not the case in July. In July, furniture was manufactured to sell and

(Continued on page 53)

— Do you need —

THICK WALNUT?

**We Have It—5/4 inch to 16/4 inch
ALL F.A.S.**

This stock contains a very good proportion of 10" and up wide and is all dry and under enclosed shed.

We offer ample supply of this scarce item and guarantee that it is practically all from the world famous Central Illinois walnut belt where we have been operating for two generations. It is perfectly manufactured and cared for.

Our full supply of all other grades and thicknesses from 4/4" up makes it convenient to ship the thick in mixed cars—a real service under present conditions. With absolutely no walnut logs being put out there is no chance that this supply can be materially increased; and as our stock represents the large part of all that is available in thick walnut, we earnestly advise that you get your share promptly.

LANGTON LUMBER CO.

PEKIN, ILLINOIS

Statistics on Hardwood Consumption by Industries

The American Hardwood Manufacturers' Association recently made a complete canvass of the hardwood consuming industries in order to ascertain the consumption of hardwoods by species in each of the forty-five or more principal groups of consumers. The result of that canvass is contained in the table in the adjoining column. In issuing the table the association made the following explanation:

"We have now made a complete canvass of the consuming industries and the number of replies received represent about 25.4 per cent of the total number of firms canvassed, and the revised table will be found on these pages.

"This information was compiled from data furnished by individual firms engaged in these various branches of the wood using industry on questionnaires sent out by the Trade Extension Department.

"The first column shows the various industries; following this the woods are named in alphabetical order, and the quantity each group consumes annually is listed under the respective columns. The third from the last column shows the number of concerns on the mailing list, the next column the number of replies received, and the last column the percentage of replies received. For instance, auto body manufacturers have reported as follows:

WOODS USED

	Feet
Ash	14,123,000
Basswood	124,000
Beech	1,754,000
Birch	3,359,000
Butternut	10,000
Cherry	14,000
Chestnut	25,000
Cottonwood	1,904,000
Cypress	190,000
Elm	31,460,000
Gum—Red	50,000
Gum—Sap	27,293,000
Gum—Tupelo	763,000
Hickory	7,028,000
Mahogany	18,000
Maple	31,392,000
Oak—White	1,073,000
Oak—Red	570,000
Oak—Mixed	23,707,000
Pine	13,395,000
Poplar	2,629,000
Sycamore	56,000
Walnut	6,000
Mixed Hardwoods	1,325,000

Total amount consumed.....168,568,000

"Two hundred and ninety-seven questionnaires were sent out and 115 replies received, or, in other words, 38.7 per cent of the auto body manufacturers reported approximately annual consumption of hardwoods for the year of 1920 as 168,568,000 feet, which is 7.1 per cent of total amount consumed.

"At the bottom of each column is shown the total of each species annually consumed by each of the forty-five groups and the percentage this represents of the total of all woods.

"While these statistics represent one fourth of the total number of concerns canvassed, the total amount of hardwoods consumed in this report represents 44.7 per cent of the total amount of hardwoods produced in the United States, as is shown by the U. S. Department of Agriculture Bulletin No. 845."

Industry	Woods Consumed	Replies Received	Percentage of Replies Received
Agriculture Mfrs.	1,471	1	6.7
Auto Body Mfrs.	1,471	1	6.7
Box Mfrs.	1,471	1	6.7
Cabinet Mfrs. (kitchens)	1,471	1	6.7
Cabinet Mfrs. (bathrooms)	1,471	1	6.7
Car Mfrs.	1,471	1	6.7
Chair Mfrs.	1,471	1	6.7
Coffin Mfrs.	1,471	1	6.7
Couplers, Yards, and Reainers	1,471	1	6.7
Crack. Stone Office Fixture Mfrs.	1,471	1	6.7
Flooring Mfrs.	1,471	1	6.7
Church Furniture Mfrs.	1,471	1	6.7
Household Furniture Mfrs.	1,471	1	6.7
Marble Mfrs.	1,471	1	6.7
Picture Mfrs.	1,471	1	6.7
Plumber's Workbench Mfrs.	1,471	1	6.7
Shingle Mfrs.	1,471	1	6.7
Sash, Door and Blind Mfrs.	1,471	1	6.7
Seating Machine Mfrs.	1,471	1	6.7
Shovel Case Mfrs.	1,471	1	6.7
Shuttle Mfrs.	1,471	1	6.7
Trunk Mfrs.	1,471	1	6.7
Wind-Turners	1,471	1	6.7
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Wind-Turners	1,471	1	6.7
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Crack. Stone Office Fixture Mfrs.	1,471	1	6.7
Flooring Mfrs.	1,471	1	6.7
Church Furniture Mfrs.	1,471	1	6.7
Household Furniture Mfrs.	1,471	1	6.7
Marble Mfrs.	1,471	1	6.7
Picture Mfrs.	1,471	1	6.7
Plumber's Workbench Mfrs.	1,471	1	6.7
Shingle Mfrs.	1,471	1	6.7
Sash, Door and Blind Mfrs.	1,471	1	6.7
Seating Machine Mfrs.	1,471	1	6.7
Shovel Case Mfrs.	1,471	1	6.7
Shuttle Mfrs.	1,471	1	6.7
Trunk Mfrs.	1,471	1	6.7
Wind-Turners	1,471	1	6.7
Box Mfrs.	1,471	1	



*Figured
Gum*

NICKEY BROTHERS, INC.

MEMPHIS, TENN.

FOR INTERIOR DECORATION



BRANCH SALES OFFICE
617 Stewart Bldg.
ROCKFORD, ILLS.

The playhouse of the present day demonstrates an evolution toward the beautiful in interior decoration. Especially is this true in the moving picture theaters where beautiful panel effects are constantly employed.

The grace, beauty and warmth of tones in Figured Red Gum make it particularly desirable for this class of interior wood work.

When N. B. Quality Veneer is used the most pleasing results are obtained.

Concentrate Your Purchases and Save Money

Through Buying

Sliced Figured Red Gum and Rotary Cut Gum Veneer
Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims
Sawed and Sliced Quartered Oak

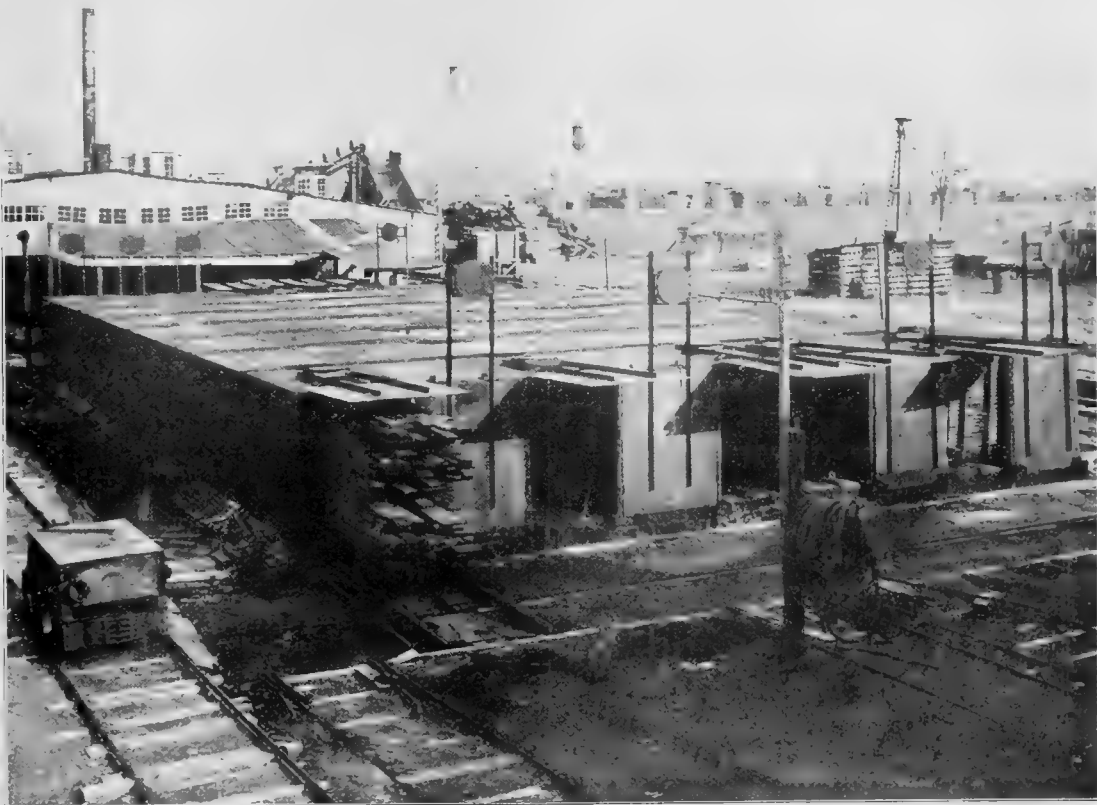
In Cars with Band Sawed Hardwood Lumber

Carload Buyers get closer prices, save freight on local shipments and eliminate damaged goods

NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE

WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days -- then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.

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Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

Veneer Manufacturers Co.

Announcement!

We're Handling Panels Now!

In addition to our wonderful line of
Figured and Plain Veneer

We will handle high grade built-up
PANELS!

We take pleasure in announcing the consoli-
dation of our business with that of

Mr. H. F. Arneman

By the terms of which Mr. Arneman becomes
an officer of the

veneer Manufacturers Co.

An immense stock of VENEERS and PLYWOOD
carried in our great Chicago warehouse
Best Quality, Best Service and Fair Prices

1036 West 37th Street, Chicago, U. S. A.

YOU WILL not
appreciate the
Mengel grade and
the Mengel serv-
ice until you have
tried "something
just as good." *But
will you not take
our word for it?*

THE MENGEL COMPANY
INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

Walnut Demand Makes Marked Increase; Operators Complain of Costs

Information secured from walnut veneer and lumber manu-
facturers within the past week indicates a very substantial im-
provement in demand for these products. In fact, so marked is
this improvement that a greater quantity of walnut was sold dur-
ing the first twenty days of October than in any one month during
the past nineteen.

This improvement is chiefly creditable to the general depletion
of walnut stocks in the yards of furniture manufacturers, these
stocks having touched a lower point in late September than at
any time for over a year. During the past several months furni-
ture and other manufacturers using walnut have been relying upon
quick shipments of mixed car lots to cover their needs. But
recently they found themselves in such conditions that when the
market began to advance they had to get in and cover for a
reasonable period in the future.

The increase of purchases from British sources has also con-
tributed to the improvement. For a time the demand from Eng-
land was very low, but buyers who were holding out of the market
have now brought about some improvement in their financial con-
dition and are again sending orders forward.

Another influence that cannot be entirely discounted is the
Hawke propaganda against misrepresentation of the woods used
in furniture. Some manufacturers who were putting out lines of
"walnut" furniture and buying little or no walnut have, since this
propaganda was launched, bought larger quantities of walnut.
This change of policy has, of course, contributed to the increase
in demand.

Manufacturers of walnut lumber and veneers are still very much
dissatisfied with their costs as related to the prices they obtain for
their products. The bulk of the logs used in the mills must be
purchased in the country and shipped to the mills, so that the
virtual doubling of the rates on these logs during the past two
years has put the cost up to a figure which makes it almost im-
possible to operate profitably at present prices. The realization
from No. 1 and 2 common grades, which represents about 70
per cent of the product of the log, is so low as to wipe out the
profits which may accrue from the FAS stock.

Prices and Wages in the British Pianoforte Industry

The Allied Pianoforte Industries Committee states that after
five months of negotiation the employers' and workers' representa-
tives have signed a new agreement, which affects, either directly
or indirectly, some 10,000 workers. The agreement standardizes
conditions, fixes a 47-hour week, and a craftsman's rate of 2 shil-
lings per hour. As this rate will remain permanent until the cost
of living falls below 100 per cent, it is clear that for a long time
to come labor costs are stabilized. The London Times says: "The
manufacturers and dealers in the trade have reduced the price of
all stock in hand in relation to the new labor costs, writing off
the capital loss as a bad debt. It may, therefore, be presumed
that the prices that are quoted now for pianos and piano-players
are the lowest that can rule for a long time to come, and educa-
tional establishments, musical societies and others who have been
waiting for the necessary fall to occur may be assured that no
advantage will be gained by further delaying purchase."—Alfred
Nutting, clerk in American consulate, London.

Albert F. Karges, president of the Karges Furniture Company at
Evansville, Ind., returned a few days ago from a business trip in
the east and reported trade conditions in that section greatly im-
proved over six months ago.



Branch Sales-Offices & Show Rooms: ❧ ❧ ❧

NEW YORK ~ 709 Sixth Ave. (at Forty-First St.)

CHICAGO ~ 28 East Jackson B'vd

JAMESTOWN, N.York

HIGH POINT,

N.C.

Quality
VENEERS
in



WALNUT BUTTS ❧ OAK ❧ LONG WALNUT
❧ BURLS ❧ MAHOGANY ❧ POPLAR ❧

The WILLIAMSON VENEER CO

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

CHICAGO MILL - PAEPCKE LEICHT - CHICAGO MILL

Hardwood "PAEPCKE LEICHT"

Southern Hardwood Lumber

We suggested, a short while ago, that "Paepcke-Leicht" Southern Hardwoods were a good buy; now, although our stocks are quite badly broken, we can still take on new business in some items. Market prices have advanced materially during the last few weeks, but you will find our quotations in fair keeping with present conditions.

Rotary Commercial Veneer

The ROTARY COMMERCIAL VENEER market is likewise affected by the increased demand for stock and a marked log shortage.

Prices have advanced.

Here, as in our other Hardwood Departments, our complete control of production from the Forest to the Finished Stocks is a decided advantage to users of COMMERCIAL VENEERS.

Furthermore, the quality of "Chicago Mill" stock gives it preference.

AN INQUIRY BY WIRE OR LETTER
DELIVERED PRICES ON Y

SOUTHERN HARDWOOD LUMBER
PAEPCKE LEICHT LUMBER COMPANY

GENERAL OFFICES
111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS

ROTARY COMMERCIAL VENEER
CHICAGO MILL AND LUMBER COMPANY

GENERAL OFFICES
111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

Headquarters "CHICAGO MILL"

Dimension Lumber from Southern Hardwoods

DIMENSION HARDWOOD LUMBER, like all other Hardwoods reflects the upward trend of market prices. This market situation is due to a scarcity of available logs and very limited production during the past months, followed by a very considerable increased demand at the present time. However our Cairo Plant with a monthly kiln capacity of over 1,500,000 feet, combined with very complete cutting equipment insures a dependable supply of DIMENSION HARDWOODS.

Thoroughly reliable headquarters for Southern Hardwood Lumber, Rotary Commercial Veneers, and Dimension Lumber from Southern Hardwoods.

WILL RESULT IN YOUR RECEIVING
YOUR REQUIREMENTS PROMPTLY

AN INQUIRY BY WIRE OR
LETTER WILL BRING YOU
PROMPT QUOTATIONS
ON YOUR REQUIREMENTS

DIMENSION LUMBER FROM
SOUTHERN HARDWOODS

CHICAGO MILL AND LUMBER COMPANY

GENERAL OFFICES
111 WEST WASHINGTON STREET
CHICAGO, ILLINOIS

OPERATIONS

BLYTHEVILLE, ARKANSAS
CAIRO, ILLINOIS
CLARENDON, ARKANSAS
GREENVILLE, MISSISSIPPI
HELENA, ARKANSAS

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

CHICAGO MILL - PAEPCKE LEICHT - CHICAGO MILL

PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

TRADE MARK **183** (Reg. U. S. Pat. Off.)

Builders of Plywood who are not using PERKINS VEGETABLE GLUE will profit by investigating its merits and learning the value of PERKINS QUALITY and PERKINS SERVICE

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and Gen. Offices: LANSDALE, PA.
Sales Office: SOUTH BEND, INDIANA

PURCELL

**Are You Interested in the
Following Exceptional Values
in High Grade Walnut?**

1s & 2s, all 6' & 7' long. . . .
..... 4/4, 5/4 & 6/4

1s & 2s, all 8' & 9' long. . . .
..... 4/4, 5/4, 6/4 & 8/4

Selects. . . . 4/4, 5/4, 6/4, 8/4

No. 1 Com. . . . 3/8, 1/2, 5/8,
3/4, 4/4, 5/4, 6/4 & 8/4

No. 2 Common.
..... 4/4, 5/4, 6/4 & 8/4

ALL STEAMED AND 10
MONTHS ON STICKS

**FRANK PURCELL
WALNUT LUMBER CO.**

*A Ranking Name in Walnut
for Many Years*

Mills and
Offices
Kansas
City,
Kansas

WALNUT

Central Credit Bureau Now Independent

The Central Credit Bureau, an organization incorporated under the laws of Illinois, which has been functioning under the control of associations represented in the Central Bureau of Dining Table Manufacturers, has now been relieved of association control and will function as a separate organization. The C. B. of D. T. M. has disposed of its interests in the office of the bureau.

M. Wulpi will continue to be secretary and treasurer of the credit bureau and also commissioner of the various associations which he has served for many years. However, it is expected that the change will enable the credit bureau to function more freely and thus move forward and increase its patrons.

J. A. Conrey, president of the Conrey-Davis Mfg. Company of Shelbyville, Ind., is president of the new organization. Mr. Conrey served as president of the Central Bureau of Dining Table Manufacturers for sixteen years, and is a member of the National Council of the Furniture Associations.

Another tried member of the organization is A. D. King, Jr., who has been with the old organization eleven years and for the past eight years has been in charge of the collection and credit department.

The slogan of the new organization is "Service through co-operative effort."

Cincinnati Opposes Mahogany Duty

Revision of the Fordney tariff bill to allow the free importation of mahogany and Spanish cedar lumber was indorsed in a resolution adopted by the Cincinnati Furniture Exchange. The exchange opposes a duty on mahogany or cedar logs whether round or square hewn, on sawed mahogany boards thicker than 5/8", on Spanish cedar lumber thicker than 1/8", if shipped rough and tied in shocks. On the other hand the exchange favors the maintenance of the present duty on all figured woods if cut into veneer under 1/8" thick.



"Finest"

1903 1921

Plywood Makes Better Furniture

IT is built from carefully selected materials, in a factory equipped with the very latest machinery, where the best and most practical methods of construction are followed. Our men are trained by long experience for the performance of each operation and the utmost care is given to each and every detail of manufacture.

Your use of *"Finest"* Plywood better prepares you to satisfy your trade and will materially help sales by insuring customers not only better furniture, but furniture that is more beautiful in many ways.

Our product is right, service the best, and prices reasonable, so why not try us and see for yourself?

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch grown than that found on our Timber Holdings. Send us a trial order for a crate or a carload, and we are confident you will forward repeaters without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
TRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperaage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

Evansville Planning for Next Market

The executive committee of the Evansville Furniture Manufacturers' Association, of which Edwin Karges, of the Karges Furniture Company, is the chairman, will hold a meeting within a short time to fix the dates of the next semi-annual furniture market to be held in Evansville. It is expected the market will be held in either March or April and that it will attract many buyers to Evansville from many states in the union and from other countries. The market that was started a year ago will be made a permanent one and manufacturers believe that Evansville through this market will become one of the best known furniture manufacturing centers in the United States.

Piano Case Co. Bought by Criswell

A business transaction of importance made in Grand Rapids recently was the sale of the 75 per cent interest in the Grand

Rapids Piano Case Company to the Criswell Furniture Company. The Piano Case stock was that held by M. H. Ducey who has managed the company since it was founded about nineteen years ago. Mr. Ducey is retiring from active business in an effort to regain his health.

The Piano Case Company has been manufacturing piano cases, phonograph cabinets and special contract work and has been notably successful. It owns a fine factory building, modern to the last degree. The Criswell Furniture Company began twenty years ago the manufacture of upholstered furniture, but more recently has been engaged in the manufacture of dining room and living room furniture of the highest grade.

The Criswell Furniture Company in acquiring the stock of the Piano Case Company takes over its factory building and will discontinue the manufacture of the piano cases and phonograph cabinets and convert the whole plant to the manufacture of furniture.

The Piano Case Company has in its yards something like 1,500,000 feet of lumber. This is also acquired by the Criswell Furniture Company in its purchase. However, the Criswell Furniture Company will be in the lumber market rather more heavily than formerly since it will very largely increase its output and because of the high grade furniture it manufactures will soon be looking for the kind of lumber with which to manufacture it. The company is growing rapidly and at the present time is running to capacity and one of the reasons it bought the plant of the Piano Case Company was to meet the demands for its product.

Dornette Buys Out Son's Interest

After negotiations which lasted for more than a month, settlement has been effected of differences which arose as to the management of J. Dornette & Bro. Co., Cincinnati, O., desk manufacturers, resulting in John Dornette, Sr., purchasing the entire interest (573 shares) of John Dornette, Jr. It was announced that the old business will be continued by John Dornette, Sr., and his sons, Edward and Paul, while John Dornette, Jr., virtually has completed arrangements to enter the desk manufacturing business on his own account upon a large scale. His sons, Clifford and Walter, will be associated with him in the new business and negotiations for a site for the new factory now are pending.

The Hoosier Kitchen Cabinet Company at Newcastle, Ind., has started to operate on a full schedule of five and one-half days a week and a large number of men have been given employment at the plant. For several months past the company has been running on a three-day a week basis. A few more workmen have been added to the pay roll of the company.

The plant of the Capital Furniture Manufacturing Company at Noblesville, Ind., which has been closed down for the past several months on account of the shortage of orders, has resumed operations with a full force of workmen. The concern is owned by Chicago capitalists.

William Elles, manager of the Evansville Desk Works at Evansville, Ind., returned a few days ago from a business trip to Indianapolis.

Henry Lutz, 72 years old, director of the Evansville Table Company at Evansville, Ind., died at his home in that city on Sunday, October 30, his death having been caused from a stroke of paralysis. He had lived in Evansville most of his life.

Robert R. Williams, president of the Indiana Tie Company at Evansville, Ind., and head of the Mobile Veneer Works at Mobile, Ala., announced a few days ago that after a shut-down of several months, the Mobile plant is now being operated on two-thirds' time and about fifty men have been given employment. Charles Rogers, a veteran in the veneer business at Evansville, has gone to Mobile to become superintendent of the Mobile Veneer Works.

(Continued from page 42)

priced to sell. It is still the desire and the aim to sell, but it is not the desire to sell furniture just for the fun of making it. Manufacturers will want to get their money back at least and perhaps a little more.

Reduction in freight rates will assist this in large measure because under the excessive rates of the last few years the manufacturer was hit going and coming. He got it on his lumber and other material and he was forced to sell at bottom prices in order that the dealer after paying the high tariffs could place goods on his floors at a price that would attract the consumer.

All in all, on the first of November it may be said that the furniture industry is looking to the future with real hopefulness and that conditions at this time are vastly improved over any condition that has prevailed since the business slump of 1920.

GEO. L. WAETJEN & Co.

PROMPT SHIPPERS

Plywood and Veneer

A PARTIAL LIST OF VENEER
SHEET STOCK

Poplar . . .	1/20", 1/16", 1/8", 3/16" & 1/4"
Unsel. Gum	1/8"
Red Gum	1/8"
Red Oak	1/8"
White Oak	1/8"
Birch	1/20", 1/16" & 1/8"
Sawn Qtd. White Oak . .	1/20", 1/16" & 1/8"

WE MAKE PANELS TO YOUR SIZES

ALSO

Carry a large quantity of stock sizes for
immediate shipment

Are you receiving our lists?
Kindly write for same.

MILWAUKEE WISCONSIN
110-120 REED STREET

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

"CASCO"
for a
better product.

"CASCO" WATERPROOF GLUE

FOR JOINTING AND VENEERING

STRONG—UNIFORM
USED COLD—EASILY PREPARED
ECONOMICAL

"CASCO" uniformity is assured because we
manufacture all the casein used in "CASCO."

THE CASEIN MANUFACTURING CO.

Largest Manufacturers of Casein Products in the World
15 Park Row New York City
Branch offices in principal cities

Write for "CASCO" Red Book—A Manual on Veneers,
Panel Making and Glue.
Samples of "CASCO" on request.

THE real test of a Veneer dryer is to use it. If its use shows conclusively that it turns out the best veneer with a minimum of trouble and expense, the first cost is soon forgotten. The illustration shows one of the two large

COE VENEER DRYERS

in the plant of the Wheeler Osgood Company, at Tacoma, Washington. They bought their first Coe in 1912. After extensive use of it (also other methods of drying), they bought their second Coe last year. We can refer you to many other similar cases.

THE COE ROLLER VENEER DRYER IS NOTED FOR: ITS SATISFACTORY SERVICE;
ITS LABOR SAVING; THE HIGH QUALITY OF ITS PRODUCT

We build it at the mill next to a veneer mill

The COE MANUFACTURING CO. PAINESVILLE OHIO, U.S.A.





The Bachman Plant —and the Bachman Product

Here, in this large and fully equipped plant, Bachman quality veneers are made. Our extensive yards are piled high with carefully selected, choice Indiana White Oak, Walnut and Gum.

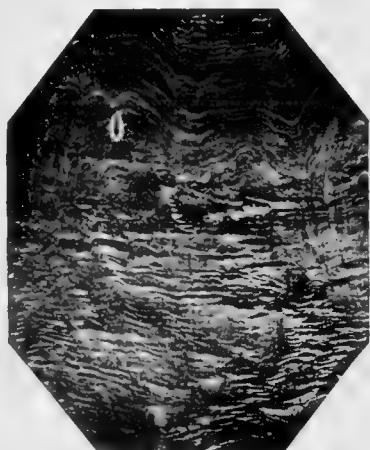
Bachman veneers are cut full thickness, which means plenty of wood for sanding and a minimum of breakage in handling.

Bachman's forty years' experience in hardwood sawing is evidenced in every piece of veneer that leaves the plant. The sawed stock can scarcely be told from the sliced.

These are a few of the reasons why our customers tell us they get *fifty per cent. more panelling out of Bachman veneers* than they can from average veneers.

It is this unchanging high standard, both as regards materials and workmanship, that has made possible forty years of successful business. It is your assurance of the utmost in quality and service.

No order is too small to receive our prompt and careful attention—none too large to be handled to your entire satisfaction.



*A sample of beautifully figured
Walnut Stump Wood*

F. M. BACHMAN COMPANY

Indianapolis

(Continued from page 34)

prospects as well as the more rapid disposition of yard stocks in recent weeks.

The Langlade Lumber Company of Antigo, Wis., has opened four camps in the vicinity of Pearson. In addition it will receive the input from a number of jobbers' camps. All of these operations are practically on a normal basis. The planing mill at Antigo is in continuous operation and a large force is employed in the yards. It is believed likely that the operation of the sawmill will be resumed soon.

The Holt Lumber Company of Oconto, Wis., expects to place its sawmill at that point in operation on January 1, 1922, contingent upon improvement in the railroad situation and a continuation of the betterment now noted for several weeks in the general demand for lumber. The readjustment of freight rates on logs recently made at Chicago will not affect the Holt company's operations, as this concern, like other Oconto lumber industries, have no stumpage in the Ontonagon district of Upper Michigan, from which the reduced rates are effective.

The Sever Anderson Logging Company has sold 10,000,000 feet of logs located near Tipler, in Forest county, siding 83, to the Michigan Iron, Land & Lumber Company, owned by Henry Ford of Detroit, for delivery between now and September 1, 1922. Ordinarily these logs would have been brought to Oconto for sawing by local mills, but largely as the result of unfavorable freight rates they will be directed to the Ford mills at Iron Mountain, Mich., it is stated.

Lucius Andrew Turrell of Darlington, Wis., for eight years chief examiner of the Industrial Commission of Wisconsin, and for a brief period attorney for the Lumbermen's Mutual Insurance Company at Chicago, has been appointed a member of the Wisconsin commission to fill the vacancy caused by the resignation of Thomas F. Knoop of Green Bay, Wis., whose term expires June 30, 1923. The salary is \$5,000 a year.

Elwood J. Bade, president of the Crescent Chair Company and sales manager of the Plymouth Furniture Company, both of Plymouth, Wis., was married October 24 to Miss Viola Servis of Oshkosh, Wis.

Glen Wood Priestley, president of the Priestley Lumber Company, 97 Wisconsin street, Milwaukee, and widely known in the wholesale hardwood and general lumber trade of the North, was married October 29 to Miss Bernice Mack, formerly of Stevens Point, Wis.

William Weeks, Racine, Wis., prominent in the lumber trade of Wisconsin and heavily interested in mills in Tennessee, has recently acquired a 200-acre farm adjacent to his extensive stock farm property in Lincoln county, Wisconsin. This gives Mr. Weeks an aggregate of 800 acres. He has been devoting his farm to rearing blooded Hereford cattle, but now intends to engage extensively in hog raising as well.

The Hackley-Phelps-Bonnell Company of Phelps, Wis., is making arrangements for the reopening of its sawmill and already has decided to do woods work on an extensive scale in the coming winter. The decision is the result of substantial improvement in the demand for lumber of all kinds, especially hardwoods, in the last few months.

The Hardwood Market

CHICAGO

The Chicago hardwood market is now more active and wideawake than it has been at any other time since the paralysis of depression set in. Both industrial and retail buyers are back in the market in large numbers, demonstrating the old and well-established logic that no considerable amount of buying is ever done on any but a rising market. Prices of both southern and northern species are advancing, and in the past fifteen days have probably scored an all around increase of from \$5 to \$10 the thousand. Oak, birch and gum are in especially good demand, due to the efforts of flooring and furniture makers to cover their needs. While the chief strengthening is, of course, in the upper grades, the possibility that the No. 3 stock may follow the upward course is shown in some large orders that have been placed for box lumber. If the activities of the box makers should result in a few more large orders the lower grades would enjoy a substantial increase, it is believed. The holders of hardwood stocks, as for some time past, are in a very independent frame of mind and are refusing to book orders for shipment at dates beyond the first of the year. Some students of the Market are even predicting that we may have another runaway market, such as existed through 1919 and part of 1920. They maintain that present conditions are almost exactly similar to those which immediately preceded the whirlwind advance of hardwood prices in 1919. However, it is not believed that general economic conditions will permit a duplication of this event.

NEW YORK

All items in the hardwood line are going up. Price advances since the upward turn, starting a few weeks ago, have averaged from \$10 to \$25 a thousand feet. That there will be still further increases is considered certain by a majority of the New York dealers. The consensus of opinion of a score or more leading New York hardwood dealers this week shows

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

A Few Bargains in Dry Hardwoods

offered by

Wheeler-Timlin Lumber Co.

HARD MAPLE

12/4 No. 1 & Btr., 5" & wdr., 8' & lgr., 3-6 mo. dry.... 3 cars
10/4 No. 1 & Btr., 5" & wdr., 8' & lgr., 18-20 mo. dry... 4 cars
6/4 No. 1 & Btr., 5" & wdr., 8' & lgr., 18-20 mo. dry... 10 cars
5/4 No. 1 & Btr., 5" & wdr., 8' & lgr., 3-6 mo. dry.... 5 cars
4/4 No. 1 & Btr., reg. widths & lengths, 3-12 mo. dry. 5 cars
10/4 & 12/4 No. 2 & 3, reg. wd. & lgths., 12-20 mo. dry. 2 cars
6/4 No. 3, regular widths & lengths, 12-20 mo. dry.... 10 cars
4/4 No. 3, regular widths & lengths, 12-20 mo. dry... 10 cars

We are sawing at both Wittenberg and Dorchester mills and can get out special items of Northern Hardwoods

MAIN OFFICE, WAUSAU, WISCONSIN

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

4/4" No. 2 & Better..... 12 months dry
5/4" No. 2 & Better..... 12 months dry
6/4" No. 2 & Better, largely No. 1..... 12 months dry
8/4" No. 1 & Better..... 8 months dry
10/4" No. 1 & Better..... 12 months dry
12/4" No. 1 & Better..... 6 months dry
4/4" No. 3..... 12 months dry
6/4" No. 3..... 10 months dry

WIRE, PHONE OR WRITE FOR PRICES

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WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
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INCORPORATED

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Poplar*

Black Walnut

Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL
A SUBURB OF KNOXVILLE
FONDE, KY., & DUFF, TENN.

marked optimism. They expect the market to be in good condition this winter and they look for a boom period of substantial proportions in the spring.

The most encouraging news of the hardwood market is the recent stimulus given the market by improvement in the furniture trade, and the fact that large automobile firms are coming into the market for large orders. These factors are destined to have considerable effect on prices and supply in the next few months, and the automobile movement especially is expected to spread rapidly.

Some of the large automobile firms that hitherto have been buying exclusively in the middle west are making purchases from eastern firms, with the result the easterners are much encouraged, and some of them see a new angle to business opening up. The reason for this innovation was not explained by one of the New York lumbermen, who is benefiting as a result of changed conditions, but he said knowingly that the East is destined to get a fair share of the automobile trade in the immediate future.

Another item of great importance is the great improvement in the demand for piano lumber. The piano manufacturers of New York especially have kept out of the market in the face of persistent warnings from the hardwood wholesalers, and some of them find themselves with stocks sadly depleted. The depletion has forced them into the market, and thus far they have found fluctuations such that they cannot tell from one day to the other what the quotations will be.

The hardwood manufacturers are giving no guarantee on quotations, and they look for interesting developments in all hardwood lines in the next few weeks.

BUFFALO

The hardwood market is showing a little more strength in the upper grades and in some cases common lumber is also higher. Dealers report a slightly increased demand and look for fair business this fall, though they expect customers to buy on a hand-to-mouth basis while the freight rate question is unsettled. Stocks with the buyers are not large as a rule, and wholesale yards are also short of some sorts of stock. Mills are reporting a pretty fair demand.

Plain oak has been advancing recently, having been out of line with other woods, and sales have been increasing. Red gum has shown increased activity during the past few weeks, which is a pretty good indication that furniture factory trade is improving. Oak flooring has had an advance and the building situation is such that a larger amount of flooring is now being called for.

BALTIMORE

The improvement in the Baltimore hardwood trade has become so decided that its substantial character is now generally admitted. Until recently there were members of the trade who dissented from the reports giving favorable accounts of the state of the business, but by now every one has been won over to the view that the situation has become decidedly better, and that the outlook presents a pronouncedly hopeful aspect. Not only is the demand for stocks of all kinds increased, but prices have stiffened still more, with the market no longer in absolute control of the buyers. The mills are at present able to get remunerative returns if they will hold out for their figures, which applies especially to the export business. Advices from abroad are to the effect that at least some of the shippers are selling for materially less than they can get if they will only stand firm, differences of \$10 to \$15 per 1,000 feet in the quotations being reported. Coincidentally with the augmented movement it has become still more evident that stocks of hardwoods at the mills are by no means large, and that in fact something like a shortage looms up. Plants that have been idle for months have resumed operations in order that the assortments of lumber may not become entirely exhausted, while the stocks of consumers have reached a stage of depletion when material additions must be made. The inquiry comes from all directions, though it should be said that the calls from abroad for railroad supplies are by no means as numerous as they ought to be. All divisions of the market are affected virtually alike, and it looks as though something like a boom were not far away.

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, discussing export conditions last week, had this to say about the situation:

"The gradual improvement in the demand for American hardwoods in the United Kingdom during the past four or five weeks continues. The tone of the markets in practically all of the ports has improved. Merchants are buying more freely, and it may also be said that the small consuming trade is calling for more American hardwoods than for several months past. As in this country, the demand for lumber from railway companies has been practically nil, but indications point to an improvement. Supplies of railroad material on hand are not large and are being slowly depleted, and there is consequently every prospect of an increased demand from this source.

"High grade stocks in the United Kingdom are reported as being fairly well exhausted, and the dock reports show that only small quantities of American woods are coming forward. Exporters are getting more inquiries and, I believe, booked orders in October than in any other month of

STRABLE Lumber & Salt Company

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ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

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Wolverine Maple Flooring

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**High Grade
Northern and Southern
Hardwoods and Mahogany**

**Specialties
OAK, MAPLE, CYPRESS, POPLAR**

Milwaukee, Wisconsin

the year. There is no doubt that stocks of high grade American woods in all of the United Kingdom ports are badly broken and with improved conditions must be replenished. The market for mahogany is improving. Late auction sales were well attended and bidding for various parcels was animated. Practically all of the mahogany offered was sold. The stave trade is extremely dull. It is reported that at no time less has been done in staves than at present. Shipments of staves in 1920 were large and much of the stocks of last year are still on hand.

"Export trade with the continental importers appears to be practically hopeless at the present time. The Belgian and Dutch markets are more or less flooded with Austrian and Slavonian oak. In pre-war times Germany was a good market for American exporters, and that country would be a good market now if the people had money. The rate of exchange, however, is so ruinously low that it precludes practically all business with Germany at this time."

PHILADELPHIA

The rush of orders, which came last month, is beginning to recede. The last two weeks has shown a tendency to conservatism in buying doubtless brought about through the higher prices which went into effect when the rush began. At the same time, however, chestnut has advanced approximately \$5, oak and poplar have made slight increases and the remainder of the market held the previous gains. Lower grade flooring has been more active, due to the increase in building in the city and adjacent territory.

While buying has not been as brisk, a healthy tone pervades the entire field and a fine optimism is found among the largest dealers. The dealers are catching up on their orders and the small dealers are finding a comfortable business as compared with the long, lean months of last winter and early spring. Two of the largest dealers in this territory give identical opinions of the market. They say that they do not want to see hardwoods sharply advance. They feel that the advances already recorded have been a deterrent to the market and they want a healthy condition to prevail. One of these dealers said he felt that no more sharp advances would be forthcoming and he looked for an even flow of business throughout the winter with something like normal business appearing in the spring.

Most of the orders being placed today are for stock. The small yards have virtually depleted their reserve and much of the present stock is finding its way into the piles. It must be said, however, that industrial buying has improved greatly, the car trade showing a marked improvement.

"We have just witnessed a spurt in business," said one of the most influential men in the hardwood business in this city. "We do not look for many changes in price. We do not want to see them. We must go along with the business as it stands and not try to force orders or prices. Let conditions right themselves and by spring we will see some real business forthcoming."

The general building situation in Philadelphia has greatly improved. September was the best month reported by the bureau of building inspection in the past ten years. The boom in lumber has been principally in the soft woods but the hardwoods have been somewhat influenced by these improved conditions. It must be said, however, that the best business has been coming from territory outside the city. In Philadelphia, 1,285 permits were issued for house construction representing \$5,533,225. The nearest approach to this figure is \$4,840,005.

Collections are reported as fair.

COLUMBUS

There is a decided improvement in the hardwood trade which is noticeable in all sections. Buying on the part of both retailers and factories is more active and the market is now definitely on the upgrade. The tone has improved materially and practically all of the pessimism has passed away and lumbermen generally are looking into the future with more confidence.

Retailers are buying rather freely. Their stocks are not large and in many cases they are badly broken. With prices on the upgrade dealers are anxious to buy before higher quotations prevail. Orders for higher and medium grades are being received and shipments are coming out promptly. There is a growing scarcity of the higher grades, and that has the effect of switching the demand to the medium grades.

Factories making furniture, caskets, boxes and automobiles are buying briskly. These concerns have confidence in the future and are stocking up. Railroads are also showing an inclination to enter the market before prices go much higher.

Scarcity of the better grades, coupled with the increasing demand, have resulted in higher price levels and more steadiness. Extreme low prices are now a thing of the past and every change is towards higher levels. Oak, poplar and chestnut are moving well, especially in the better and medium grades.

CLEVELAND

Gradual increase in prices locally in hardwoods continues. Additional increases during the fortnight make for rises averaging 20 per cent. This firming tendency is indicated largely in the better grades of material, and particularly in interior finish, flooring and the like for building purposes.

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

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Care All the Way Through

For years this firm has operated on a solid basis of conservatism. Care has characterized its every department. In log selection only the best is accepted; in manufacturing, quality outweighs quantity.

Soft textured oak ideal for good furniture, splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore make available to any line of woodworking a thoroughly reliable source of raw material.

Quick shipment, domestic or export, straight or mixed cars, all N. H. L. A. grades.

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Manufacturers of Fine Hardwoods

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OUR ESTABLISHED POLICY IS TO PRODUCE ONLY THE BEST IN HARDWOODS. THIS IS ASSURED BY THE FACT THAT ONLY VIRGIN TIMBER IS LOGGED AND CUT INTO LUMBER. WE CARRY IN STOCK A SPLENDID ASSORTMENT AND CAN SUPPLY ANY OF THE REGULAR GRADES AND THICKNESSES OF OAK, GUM, ELM, ASH AND COTTONWOOD IN UNIFORM QUALITY AND TEXTURE

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Results from Experience

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We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

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FOR SALE

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MAPLE, CYPRESS,
HICKORY, POPLAR

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Jerome Hardwood Lumber Co.
JEROME, ARKANSAS

WE SHIP STRAIGHT OR MIXED CARS OF FLOORING, OAK, ASH, CYPRESS AND GUM LUMBER

Materials used more in the automobile and manufacturing trades have firmed with building hardwoods, but not to the same extent. The principal item of discussion may be said to be selected oak flooring, which has advanced from \$65 to \$78. Common oak flooring is less affected, not being as much desired as the better grade, yet it reflects the same firming tendency. Continued building activities, independent of the various moves being made by the different branches of the construction industry, are absorbing larger quantities, in excess of expectations at this time. This development, combined with strength at primary sources, naturally makes for a higher price level. Supplies are none too plentiful here, and with rather indifferent receipts it is believed that the present firm level will continue through the remainder of the year. Likewise there is every indication that the building movement will be extended as long as weather does not actually interfere with construction. Such a development will offset the slow movement of hardwoods into the manufacturing field, as this latter branch of the industry still is working in a limited and rather uncertain way and taking only such quantities as actually are needed; in short, booking their own orders for finished products first before anticipating their material requirements.

CINCINNATI

Without the flooring and export trade, the local hardwood market would have little strength. These two factors have held up the trade tremendously during the past two weeks, when the other sources showed a weakness. One of the noticeable improvements in the trade has been the increased volume of orders and inquiries for chestnut from Eastern traders. Several large shipments of this stock have gone to wholesalers in the east, but the local interests have been unable to ascertain names of the consumers. The industrials are coming into the market better. Furniture factories are buying fairly large quantities of gum, while automobile concerns are demanding elm and ash, with the former items having the edge. Carriage, implement and coffin manufacturers are not buying the way they should for this time of the year, but some orders are looked for from these sources shortly as a majority of them have very small supplies of stock in their yards. Upper grade stocks continue to be scarce in this locality and from present indications no immediate relief is in sight. Oak prices have increased in greater proportion than any of the other items because the flooring manufacturers have been buying this stock in fairly large quantities during the past month. For the first time this year the demand exceeds the supply. The market in general has developed a firmer tone over the last two weeks, and both domestic and export business is healthier. There is not much low grade lumber on the market as there was ten days ago and this has tended to stabilize the trade. The railroads are buying very little now and it appears that they will continue this kind of buying until the financial arrangements are made.

EVANSVILLE

Conditions have been very favorable with the hardwood lumber manufacturers of Evansville and southern Indiana during the past two or three weeks and manufacturers are in a more optimistic frame of mind than they have been for some time. They are delighted over the fact that the threatened railroad strike did not materialize. They had feared the strike would tie up business and stop things generally. Now that the strike has been avoided business is going right ahead and manufacturers, as well as retail dealers, believe that a fair volume of business will come in during the next few months. It is believed that trade will continue active the balance of the year, and while there may be a lull in business for a short time after the first of the new year, it is believed by next spring things will be something like normal again and that trade will forge ahead. Lumber prices on the best grades are holding firm, and there is less cheap lumber on the market now than there was six months ago. This has had a stabilizing effect upon the market. Wood consuming factories in Evansville continue to operate on a schedule of about 50 hours a week, and some of the furniture factories are still being operated on an average of 54 hours a week, this being a pre-war basis. Things certainly look better and furniture manufacturers in some instances have been buying liberally of lumber, especially gum. The fact that the market has been rising has stimulated the furniture men to buy in larger quantities. The future looks good and furniture men believe that 1922 will witness quite a revival in trade. Box manufacturers have been doing a fair amount of business during the past month.

MEMPHIS

The hardwood market continues to gain in strength and in volume of business. Both domestic and foreign consumers are buying in a large way, and competition between the two, strikingly absent until within the past several weeks, is now quite pronounced. There is no means of approximating purchases by domestic interests during this period, but it is conservatively estimated that foreign importing and consuming interests have absorbed more than 15,000,000 feet of southern hardwoods within the past three weeks. As a matter of fact, it may be noted that the American Overseas Forwarding Company alone has booked nearly that quantity, to say nothing of that booked direct by exporters or through other agencies.

So far as domestic consumers are concerned, it may be pointed out that they are now buying with greater freedom than for more than a year, and that many orders are being placed by phone and wire. This is true of manufacturers of furniture, flooring, interior trim, automobiles, agricultural implements, vehicles and other products. There does not appear to be any heavy forward delivery buying of hardwood lumber, but it is quite apparent that consuming interests are doing a much larger business and that they are under the necessity of securing larger quantities of lumber in order to keep their plants supplied.

As a result of the heavier demand, stocks are decreasing and prices are advancing. The latter are now at the highest point since the recent upward tendency manifested itself. This is only another way of saying that the market occupies a strong position. Furthermore, it may be noted that there is a quite general expectation of still further enhancement in values. It is quite generally conceded that prices are already \$10 to \$15 per thousand above the recent low, especially on FAS and No. 1 common, and that demand for these grades so far exceeds the supply available in any stock that excellent foundation exists for belief in still higher quotations. Demand for Nos. 2 and 3 common, as a general rule, has not increased anything like as much as in the case of FAS and No. 1 common, but members of the trade say that No. 2 common, especially in cottonwood, plain red and white oak and plain red and sap gum, is moving in larger volume and at somewhat better prices. And it is pointed out in this connection that the increasing scarcity of No. 1 common is practically certain to result in further expansion in demand for No. 2 common. Some business is reported in No. 3 common, but it is quite generally held that the movement of such low grade lumber will probably remain comparatively small until freight rates thereon to consuming destinations have been appreciably reduced.

There is some talk here of a "runaway" market as a result of the diminished supplies of the more desirable grades available and the poor prospects for production during the next few months. The demand for hardwood lumber, which began to manifest itself a short time ago, revived so late in the season that, when it appeared wise to resume manufacturing operations, it was almost impossible to do so. Logging crews which had been idle for practically a year had to be reassembled and reorganized, and it was quickly realized that much time would be required for this. The collapse of the market late last summer brought heavy losses to those who had gotten out heavy quantities of logs for sale in the open market, with the result that those usually engaged in this business have done almost nothing in 1921. Now, with winter only a very short time away, they frankly say they do not propose to start to getting out logs for sale in the open market when they will have only a few weeks at best in which to work. Thus there appears to be little hope from this source in the direction of securing early preparation of log supplies for southern mills.

MILWAUKEE

The last three to six weeks have brought developments favorable to the hardwood industry in the North, which have placed an aspect of optimism upon opinion respecting the immediate and distant future such as has not been apparent in more than eighteen months. As the result of substantial improvement in the demand for hardwoods and lumber of other descriptions as well, lumber manufacturers in Northern Wisconsin and Upper Michigan have changed their early decision to reduce woods work as well as mill operations to a minimum. In many instances logging will be on a nearly normal scale. Mills throughout the North are being reopened in large numbers.

Opinion is divided in regard to the benefit to be derived from the reduction in freight rates on logs announced recently, effective in the Ontonagon district of the Peninsula. In proportion to the entire industry, the quantity of logs coming out of this district into Northern Wisconsin is relatively small. The judgment of several representative loggers is that unless general reductions are made, considerable discrimination is bound to result. Under the new schedules, some Wisconsin mill owners pay more to haul logs than those in the district affected by the rate cut are required to pay for hauling logs twice the distance.

Since the latter part of October railroad statistics show clearly that the demand is increasing. In the final week last month, points on the Ashland division of the Chicago & Northwestern shipped 329 cars of lumber, compared with 217 cars in the same week in 1920. Some of this activity is, of course, attributable to the apprehension over the prospect of a railroad strike, but since this was called off there has not been so sharp a drop in shipments as would indicate that this was the main reason for the recent rush.

Hardwood prices generally rule very firm and asking prices in many instances are higher, with the prospect considered good that lists will undergo a material increase shortly. Sellers who some time ago were inclined to accept almost any reasonable bid are no longer granting concessions.

NEW ORLEANS

With prices remaining firm, production picking up slightly but perceptibly, the export business showing some signs of life, the general consuming trade becoming resuscitated and the volume of inquiries and demands for the better grades in practically all kinds of stuff becoming

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the following

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4 4 Selects	5,000'
4 4 No. 1 Common	30,000'
4 4 No. 1 Com. & Btr.	30,000'
4 4 No. 2 Common	100,000'
5 4 FAS	15,000'
5 4 Selects	65,000'
5 4 No. 1 Common	5,000'
5 4 No. 2 Common	150,000'
8 4 No. 1 Com. & Btr.	11,000'

SOFT ELM

4 4 No. 2 Com. & Btr.	75,000'
6 4 No. 1 Com. & Btr.	50,000'
8 4 No. 2 Com. & Btr.	35,000'

ASH

4 4 No. 2 Com. & Btr.	100,000'
5 4 No. 1 Com. & Btr.	25,000'

HARD MAPLE

4 4 6" and wider, 8' and longer	
No. 1 Com. & Btr.	100,000'
5 4 No. 1 Com. & Btr.	200,000'
5 4 No. 2 Common	200,000'
6 4 No. 1 Com. & Btr.	70,000'
6 4 No. 2 Common	150,000'
8 4 No. 2 Com. & Btr.	200,000'
10 4 No. 1 Com. & Btr.	60,000'
12 4 No. 1 Com. & Btr.	30,000'

SOFT MAPLE

4 4 No. 2 Com. & Btr.	150,000'
6 4 No. 2 Com. & Btr.	14,000'
4 4 No. 1 Com. & Btr.	100,000'

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4 4 No. 2 Common	20,000'

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Column & Lumber
Company**

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DIMENSION STOCK**

**Manufacturers
of
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YELLOW
POPLAR**

**PLAIN
WHITE
OAK**

**PLAIN
RED OAK
QUARTERED
WHITE
OAK**

**WHITE OAK
TIMBERS &
PLANK**

**CHESTNUT
BASSWOOD
MAPLE**

**HICKORY
BEECH
BUCKEYE
BIRCH**

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BLACK GUM
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ESTABLISHED 1850 INCORPORATED 1913

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AND WHOLESALERS**

**Southern Hardwoods
and Cypress**

1205 Lumber Exchange Building
BAND SAW MILLS
WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

more frequent, though as a rule still small, the hardwood market for the extreme South and Southwest continues to evince substantial improvement over the lethargic condition characterizing it for practically a year.

Almost all inquiries at the present time are for the better grades. The lower grades, that is, all below and including No. 3 common, seem to continue to be strictly taboo. The two big problems facing the trade are, therefore: What to do with the superabundance of the commoner varieties, and, secondly, how to provide the better grades to meet the requirements of an increasing demand.

LOUISVILLE

The principal difficulty experienced in the hardwood trade just now is in supplying demand for high grade, especially firsts and seconds, and the shortage of top grades is resulting in better demand for common. Low grades are also moving more freely. As a whole demand is good, especially in poplar, oak and gum, while such mills as feature walnut report a very good demand. Prices are a little stiffer on good grades. Collections are a little slower than they should be, but will probably pick up shortly. Export buying has resulted in a better feeling generally in the trade. The furniture trade is still the most active buyer, and the implement and wagon trade is not up to normal by any means. Box boards are in better demand. Veneers and glued up stocks are very fair, but business is coming in spurts.

ST. LOUIS

Business continues good, with prices steady. Volume of sales is large and the woods in greatest demand are gum and oak. Furniture people are doing considerable buying. The railroads are buying little, seemingly more for repair work than for any new construction.

Some seem to think the present flurry in business will not last very long and are building more for a good early spring trade along in January and February.

Stocks are generally complete but light, and most firms do not seem to be buying to fill out their stocks at this time.

Furniture factories are operating at about 75 percent capacity.

Collections are reported by some as very good and by others as improving.

The Federal Reserve Bank statement issued October 28 said, concerning the hardwood market: "The hardwood situation is much improved; demand is heavier and values more definite. The local industrials have come into the market moderately and wholesale yards have been gradually building up their stocks. Prices have not changed materially, but the trend is upward."

ENGLISH

The improvement in market conditions of American hardwood lumber has been maintained, and a moderate amount of forward business has taken place. The chief demand has been for oak, more particularly for prime grade, the value of which has appreciated. Medium grade shippers have in some cases met with lower rates. Lower grades of stock, which formerly were much in evidence, are now considered unprofitable, owing to the greatly increased cost of labor. Several steamers are now discharging American hardwood of high grade in the London ports.

The arrivals of mahogany are mainly from Africa. Sales have fallen off and prices are noticeably lower.

Small quantities of oak, ash and mahogany panels are in demand for renovation and decorative purposes, but the total volume of this class of business is exceedingly small, and the prices remain at recent levels.

American veneers and plywood are practically out of the question in the English market at the moment, owing to the exchange situation. Large stocks of cottonwood, etc., are being offered at considerably less than the present cost of importation.—U. S. Commerce Reports.

GERMAN

The demand for American wood goods, which had lately increased, is severely influenced now by the unfavorable development of the rate of exchange. Whilst some inquiries for American walnut, soft yellow poplar, as well as for American mahogany logs could be filled, the buyers are now very reluctant and are awaiting an improvement of the Reichsmark.

During the last months several shipments of genuine yellow poplar logs arrived here, which as far as quality and conditions are concerned, have proved mostly to be satisfactory and in accordance with the requirements of the German market, and therefore gave satisfaction. Also some shipments of American walnut logs came in, which have not always been satisfactory, as shippers were forwarding logs with a large percentage of knots and other defects, which are only suitable for cutting into boards.

Central American mahogany: Some German buyers have contracted for small quantities of Central American mahogany in round logs, while square hewn Tabasco logs of larger dimensions are occasionally asked for.

Pitch pine: Some of the German industries have decided to again take up the use of pitch pine to a limited extent for special purposes, still the actual price prevents consumption on a larger scale.

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No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

By large Southern manufacturer of Hardwood Lumber and Oak Flooring, experienced salesman for Chicago territory. Address reply, stating experience, to Box 816, care Hardwood Record.

WANTED

Sawyer, experienced in sawing and flitching Mahogany; must understand large rig and steam nigger; young man preferred. State experience and reference. Address Box 817, care HARDWOOD RECORD.

WANTED

Hardwood lumber salesman for Middle West. Must be familiar with consuming and yard trade, to handle our own products. Mills in West Virginia, Western North Carolina and East Tennessee. Location of headquarters to be arranged. Address Box 818, care HARDWOOD RECORD.

REAL OPPORTUNITY FOR FACTORY SUPERINTENDENT

Established growing factory in small city forty miles from Chicago wants superintendent prepared to invest \$5,000 to \$10,000 and thus thoroughly identify himself with the business. A wonderful opportunity for the right man who has successfully run a woodworking factory, knows how to handle men and has saved his money. Address in confidence, "MANUFACTURER," 543 McCormick Bldg., Chicago, Ill.

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YOUNG WOMAN

Attractive, good cook, college graduate (interested in home making rather than professional life), would consider position as housekeeper in refined home—preferring entire charge. References exchanged. Address Box 807, care Hardwood Record.

LUMBER WANTED

WANTED TO BUY

Tough Hard Maple Bending Strips sawed full to size so that when dry they will measure $1\frac{1}{8}$ inches thick— $1\frac{3}{8}$ inches wide—7 ft. 2 inches long. These must be free from knots, bark, burls, black streaks, splits and other defects. Stock must be straight grained, tough and heavy for bending. We also use Red Oak Bending Strips of the same size.

LOUIS RASTETTER & SONS,
Fort Wayne, Ind.

LUMBER WANTED

MILL CONNECTION WANTED

Wholesale company with good selling organization, handling Hardwood Lumber in New York State and Pennsylvania, desires exclusive connection with West Virginia or North Carolina band mill producing largely Oak, Chestnut and Poplar. We handle our own accounts and discount all bills. Address Box 815, care Hardwood Record.

WANTED

Soft Elm, or Beech, or Hard Maple, or Red or Sap Gum, or both, cut $2\frac{3}{4}$ " thick and 4" and up wide and 32' long. Must be shipped green. Stock must be clear with the exception of a small tight knot or any defect which will plane smooth. Quote price delivered on a Buffalo rate of freight. Address Box 810, care HARDWOOD RECORD.

WANTED—GUM MILL CONNECTION

Will buy Gum cut outright for cash or make exclusive arrangement to sell to the trade on some guaranteed basis. Describe what stock in Gum you have on sticks now as to thickness, the per cent of each grade, whether you manufacture mostly Red or Sap Gum, band or circular sawn, and how many feet per day you saw, where located, and any other particulars. If conditions agreeable, would consider an arrangement paying cash for stock as piled. Address ABC, care HARDWOOD RECORD.

LUMBER FOR SALE

FOR SALE

At reasonable price, 80,000 ft. 1" No. 3 common and better Michigan Popple.
J. T. Lombard, Hastings, Mich.

FOR SALE

One or two cars $8\frac{1}{4}$ Mill Run Hickory. Make us offer F. O. B. cars Ingleside, Miss.
Humphreys Bros., Ingleside, Miss.

FOR SALE—HARD MAPLE

Two cars $2\frac{1}{2}$ "—1st and 2nds.
Two cars $2\frac{1}{2}$ "—No. 1 common.
Choice, dry, band sawn stock for immediate shipment. For attractive prices, address HUNTINGTON & FINKE CO., Buffalo, N. Y.

TALLY BOOKS

The Hardwood Record has been concentrating on the perfection of a tally book suitable to the most exacting demands of the trade. We are prepared to supply these books, both as to cover and tickets, doing such printing as is necessary to make a complete job. The tickets may be had in duplicate and triplicate, printed on waterproof paper, etc.

Prices on any specific job made on request.

WANTED

Orders for
2 cars $5\frac{1}{4}$ " R. C
Northern Basswood
Battery Stock
2 cars $1\frac{1}{16}$ " and
 $1\frac{1}{8}$ " Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

LUMBER FOR SALE

HARDWOODS AT SACRIFICE PRICES

CLOSING FACTORY HAS FOR QUICK SALE IN NOT LESS THAN CARLOAD LOTS ABOUT 150,000 FT. OF ASSORTED ASH, ELM, BASS, BIRCH, MAPLE AND BOXING PINE; ALMOST ALL NOS. 1 AND 2 GRADES; MOSTLY ASH; ABOUT HALF KILN DRIED; BALANCE AIR DRIED; ALL F. O. B. BELVIDERE, NEW JERSEY. WILL SELL WELL BELOW MARKET, WITH EXTRA CUT IF SOLD IN ONE LOT. INVENTORY AND FURTHER PARTICULARS FROM WILLIAM MORE, MANAGER. AMERICAN TYPE FOUNDERS COMPANY, BELVIDERE, NEW JERSEY; TELEPHONE BELVIDERE 56.

FOR SALE

INDIANA HARD-AND SOFTWOODS

27,000 ft. 2 " No. 1 C. & Btr. White Ash
60,400 ft. 1 " No. 2 C. & Btr. Basswood
26,555 ft. $1\frac{1}{4}$ " No. 2 C. & Btr. Basswood
12,260 ft. 2 " No. 2 C. & Btr. Beech
13,799 ft. 1 " No. 2 C. & Btr. Cottonwood
36,471 ft. 1 " No. 3 C. Softwood Crating
20,849 ft. 1 " No. 2 C. & Btr. Soft Elm
23,644 ft. 1 " No. 2 Common Soft Elm
23,506 ft. 2 " No. 1 C. & Btr. Soft Elm
34,200 ft. $2\frac{1}{2}$ " No. 1 C. & Btr. Soft Elm
16,310 ft. 3 " No. 1 C. & Btr. Soft Elm
26,305 ft. 2 " No. 1 C. & Btr. Hard Maple
35,015 ft. 3 " No. 1 C. & Btr. Hard Maple
13,686 ft. 1 " No. 2 C. & Btr. Soft Maple
29,347 ft. $1\frac{1}{4}$ " No. 2 C. & Btr. Soft Maple
16,204 ft. $2\frac{1}{2}$ " No. 2 C. & Btr. Soft Maple
10,500 ft. 1 " FAS White Oak
18,480 ft. $1\frac{1}{4}$ " No. 1 C. Red Oak
18,755 ft. 1 " No. 2 C. Red Oak
44,275 ft. $1\frac{1}{4}$ " No. 1 C. & Btr. Mixed Oak
12,880 ft. $1\frac{1}{2}$ " No. 1 C. & Btr. Mixed Oak
3,315 ft. 3 " No. 1 C. & Btr. Poplar
21,202 ft. 1 " No. 2 C. & Btr. Sycamore
Chair Posts and Rockers Band Sawn to Pattern
THE POWELL-MYERS LUMBER COMPANY,
South Bend, Indiana.

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DIMENSION STOCK WANTED

One carload Half-White Oak Squares, 3×3 " thick, 16" or multiples of 16" long, preferably 32". Half $2\times 2\times 19$ White Oak. Must be thoroughly dry, clear and free from checks, streaks and defects. The Sike's Company, Philadelphia, Pa.

DIMENSION STOCK WANTED

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A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties.
Price Postpaid, \$5.00.

LOGS WANTED

WANTED

Second Growth White Ash Logs 10" and up, 10 and 13 feet long. Must be good quality, northern stock only. Cash f.o.b. loading point.
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LOGS FOR SALE**WALNUT STUMPS, VENEER LOGS**

For sale. Lumber, Selected Stumps and Prime Veneer Logs.

WESTGATE WALNUT COMPANY,
Aurora, Ill.

LOGS FOR SALE

Ebony, Spanish Cedar, Siam Teak, fancy imported cabinet woods. Have some choice parcels of the first three woods at importers' prices. Write or telegraph. J. H. DIECKMANN, JR., 110 Sutter Street, San Francisco, Cal.

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30 to 40 million feet located in Arkansas, Mississippi or Louisiana, near railroad. Will buy either in fee or stumpage only. Send complete details. Address Box 813, care Hardwood Record.

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Any size, anywhere. Write Chas. A. Phililus, 510 East 120th St., New York.

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I have an immediate purchaser, absolutely responsible and exceptionally well rated, who desires to purchase a tract of hardwood timber. Should contain from 15,000 to 30,000 acres or more and run approximately 10,000 feet per acre. Only first-class tracts will be given consideration, and a full description, including lowest price, should be given in first letter.

CARL R. HARRISON,
P. O. Box 101, Station E. Cleveland, Ohio.

TIMBER LANDS FOR SALE**FOR SALE**

Northern Wisconsin and Upper Michigan Timber Tracts, ranging from 5 to 20 Million feet, well located, close to shipping points, at reasonable prices and terms. Now is the time to buy.

Geo. F. Braun, Rib Lake, Wis.

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1,250,000 feet virgin pine hardwood timber near Frisco R. R., Amory, Miss. Additional good timber at bargain prices in surrounding territory. Splendid small mill site. Write for instructions concerning investigation. HOUTON BROTHERS, VICKSBURG, MISS.

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But we have plenty, hardwood and pine, price \$1.50 to \$4.00 per M. feet; in N. C., Va., W. Va., Ky., Tenn., Ga., Ala., La. and Ark. Let your wants be known. H. D. Russell & Co., Fletcher, N. C.

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Of good hardwood, nearly half of which is cypress and ash, on easy terms. Located within one mile of the main line of the Atlantic Coast Line Railroad in South Carolina. C. J. BAKER, P. O. Box 400, Charleston, S. C.

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Three brand new modern 16-foot veneer saws with automatic set works and positive offset; the last word for veneer and thin lumber sawing. For particulars address BOX 804, care HARDWOOD RECORD.

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With two single cutting bands complete, boilers, engines, pulleys, shafting, conveyor chains, belting and burner. This is one of the best built mills in the South and can be bought for much less than it is worth. Located and can be inspected at Little Rock, Ark.

A. J. NEIMEYER LUMBER CO.

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Modernly equipped—latest improved machinery. Cutting Birch, Basswood, Ash, Elm and Oak. Very attractive proposition. Address Box 814, care HARDWOOD RECORD.

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Only used a few months; price \$2,500. Address A. E. & L. O. Peck, Westfield, Mass.

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One Republic Log Truck and Trailer, cost \$4,000.00, will sell for \$2,000.00, or equivalent in cattle or mule teams. Used only about 20 days and good as new.

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One 5-ton 1919 Model Holt Caterpillar in excellent condition; also 4 8-wheel Log Wagons, Hemming make. McCORMICK LAND & LUMBER CO., McCormick, S. C.

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Any gauge, type or weight. Have large stock to select from, located our own shops here. All first-class condition. Immediate shipment from stock. Also have cars, cranes, etc. Full information mailed upon request.

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Atlanta, Georgia.

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INCORPORATED

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TELEPHONE: CORTLANDT 4338

The Largest Dealers in Used and New Tanks

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we should sell a tank
every thirty minutes!**

We are anxious to become so well known that when a man thinks of tanks he will automatically think of Curtiss-Willis.

We are building and selling new tanks of all kinds in every part of the country.

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30,000 hewn ties, axe and plow handle blanks, doubletree and neckyokes and all kinds of rims in hickory and oak.

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Address Box 793, care HARDWOOD RECORD.

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2,000 boxes, \$5 per box, prime coke, tin plate. Size 14x20-112 sheets basis 107 lbs. Also 500 tons galvanized and black sheets. Will sacrifice at bargain prices. Wire your orders before stock is gone.

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FOR SALE

One—15M capacity saw mill.

One—20-ton Forney type Porter locomotive.

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Six—Tractor trailer log wagons.

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Write or wire for description and prices.

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Space for rent. About 26,000 square feet, C. M. & St. P. switch adjoining. Fenced and alleys graded and planked ready for use. Centrally located. Ideal for distributing or storage. Very reasonable rental. Address Box 803, care Hardwood Record.

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4/4-16/4" Ash	8/4" Select & Better
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RED CYPRESS	
1" Select and Better	

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY
ARCADE BUILDING, ST. LOUIS, MO.

Northwest Office: Merchants National Bank Bldg., St. Paul, Minn. Mills: Drew, Miss; Osmeek, La.

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Cable Address: Holzmüller, Hamburg

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CHR. BRUUN

Dealer and Agent in

Hardwood and Pine Lumber and Logs

**HELLERUP-COPENHAGEN
DENMARK**

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Land Commissioner, Soo Line Railway
Minneapolis, Minn.

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Manufacturers & Importers

FOREIGN VENEERS

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CIRCULAR OR BAND MILLS

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1440 No. Pitcher Street

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SEL. & BTR., 4/4, 5/4", 50% each thickness, 16 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C. & BTR., white, 8/4, 12/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", av. wtds. & lgths., 1 yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 5/4"; **NO. 2 C.**, 4/4, 6/4, 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

LOG RUN, 4/4-16/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., white, 4/4-16/4", good wtds. & lgths., dry. H. A. HOOVER, So. Bend, Ind.

ALL GRADES, 5/8 to 16/4". MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4"; **NO. 3 C.**, 4/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

COM. & BTR., 4/4, 16/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-16/4", reg. wtds. & lgths., tough texture, dry or green. R. B. MAXSON, So. Bend, Ind.

NO. 1 C. & BTR., 5/4, 6/4, 8/4", good wtds., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 8/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 10/4", bone dry. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.

NO. 1 C. & SEL., 4/4", reg. wtds. & lgths.; **NO. 2 C.**, 4/4", reg. wtds. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

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NO. 1 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 2 yrs. dry, northern stock, tough texture. YEAGER LBR. CO., Buffalo, N. Y.

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NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 & 2 C., 50%, each grade, yr. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C. & BTR., 4/4", av. wtds. & lgths., 6 mos. dry; **NO. 1 C.**, **NO. 2 C.**, both, 4/4", av. wtds. & lgths., 6 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C., 4/4", reg. wtds. & lgths., 9 mos. dry, full log run; **NO. 2 C. & BTR.**, 4/4", reg. wtds. & lgths., 9 mos. dry, full log run. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS., 4/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 2 & BTR., 4/4", 3" & up, 4' & up, 6 mos. dry; **NO. 1 C. & BTR.**, 5/4", 4" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS., 4/4"; **NO. 3 C.**, 6/4"; **NO. 2 C.**, 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

ALL GRADES (grades piled separately), 4/4", reg. wtds. & lgths., yr. dry; **NO. 1 C. & BTR.** (50% & BTR. **FAS.**), 5/4", reg. wtds. & lgths., 5 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

BEECH

NO. 1 C. & BTR., 8/4 to 12/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4", reg. wtds. & lgths., 9 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 5/8", 3" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

HIGH GRADE, 4/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wtds., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", bone dry. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR. (not over 20% **NO. 2**) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4", av. wtds. & lgths., 1 yr. dry; **NO. 2 C.**, 4/4, 5/4", all wtds. & lgths., yr. dry; **NO. 1 C.**, 5/4, 6/4", all wtds. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C., 4/4", reg. wtds. & lgths., yr. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 & BTR., 6/4, 8/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

HIGH GRADE, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 & 2 C., 1x4". MASON & DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C., 4/4" (30% selects), reg. wtds. & lgths., yr. dry; **NO. 1 C. & up** (50% & BTR. **FAS.**), 5/4, 6/4, 10/4", reg. wtds. & lgths., 5 mos. & up dry; **NO. 1 C. & UP** (70% **FAS.**), 8/4", reg. wtds. & lgths., yr. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR. (75% **FAS.**, unselected), 4/4", 20% 10" & up, 50% 14 & 16", dry; **SEL. & BTR.** (75% **FAS.**, unselected), 5/4", 20% 10" & up, 50% 14 & 16", dry; **NO. 1 & BTR.** (75% **FAS.**), 6/4", wide wtds., 50% 14 & 16", dry; **NO. 1 & BTR.**, 50-60% **FAS.**, 8/4", wide wtds., 50% 14 & 16", dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

NO. 2 C., 4/4", reg. wtds., std. lgths., 2 yrs. dry; **NO. 1 C. & BTR.**, 4/4-16/4", reg. wtds., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUTTERNUT

LOG RUN, 4/4", 3" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4", reg. wtds., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

NO. 1 C. & SEL., 4/4", ran. wtds., 50-60% 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

FAS., 4/4". C. B. COLBORN, Memphis, Tenn.
FAS., 4/4", 6-12"; **NO. 1 C. & SEL.**, 4/4", 6-12". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4", reg. wtds. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

HARDWOODS FOR SALE

LOG RUN, 4/4-6/4". GRISMORE-HYMAN CO., Memphis, Tenn.

BX. BDS., 4/4", 13-17" & 9-12", reg. lgths.; FAS, 4/4", 13" & wider and 6-12", reg. lgths.; NO. 1 C. & SEL., NO. 3 C., both 4/4", reg. wdths. & lgths.; NO. 1 C. & SEL., 5/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 C., 4/4", ran. wdths., 50-60% 14 & 16', 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

SEL. PANTHERBURN, 6/4"; SHOP PANTHERBURN, 4/4"; NO. 1 C. PANTHERBURN, 1x8" & 4/4"; NO. 2 C. PANTHERBURN, 1x8"; NO. 1 BOXING PANTHERBURN, 1x6"; DARNELL-LOVE LUMBER CO., Leland, Miss.

LOG RUN, 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 BARN, 1x6, 1x8, 1x10, 1x12". KING MILL & LBR. CO., Paducah, Ky.

FAS, 4/4, 5/4", reg. wdths. & lgths.; SELS., 6/4", reg. wdths. & lgths.; NO. 1 SHOP, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 8-10", reg. lgths.; NO. 2 C., 4/4", 8-10-12", reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 2 C. & BTR., 4/4-6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 30-80% FAS, 4/4, 8/4, 12/4, 16/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 2 C. & BTR., 4/4, 10/4, 12/4, 4" & wider, 4' & longer, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, 6/4-12/4", good wdths. & lgths. H. A. HOOVER, So. Bend, Ind.

HIGH GRADE, 10/4, 12 1/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, 6/4, 10/4, 14/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 4/4-14/4", reg. wdths. & lgths., dry. R. B. MAXSON, So. Bend, Ind.

COM. & BTR., 4/4-12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & UP, Michigan, 4/4", reg. wdths. & lgths., yr. dry; NO. 1 C. & UP, Michigan (55% FAS), 8/4", reg. wdths. & lgths., yr. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

ELM—ROCK

LOG RUN, 8/4", ran. wdths., 50% 14 & 16', 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

GUM—PLAIN RED

FAS, NO. 1 C., both, 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 1/2, 5/8"; NO. 2, 4/4, 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & SEL., 5/8" & 3/4"; NO. 1 C. & SEL., SND., 5/8 & 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 1 C. & BTR., 4/4", 3" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

COM. & BTR., SND, 6/4, 12/4", good wdths. & lgths. H. A. HOOVER, So. Bend, Ind.

NO. 1 C. & BTR., 3/4"; NO. 2, 1 1/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., SND., 5/4, 8/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60% 14 & 16', 6 mos. & over dry; NO. 2 C. & BTR., 6/4", ran. wdths., 50-60% 14 & 16', 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

FAS, 4/4"; NO. 1 C., 4/4, 5/4"; NO. 2 C., 4/4, 5/4"; NO. 1 C. & BTR., 5/4". C. B. COLBORN, Memphis, Tenn.

FAS, 5/8", 6-12" & 10-13". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8-5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 5/8-8 1/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 C., 4/4", 8 3/4"-10". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

ALL GRADES, pl. or qtd., 4/4 to 10/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 1 C. & BTR., pl. & qtd., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/8, 13" & wider; NO. 1 C. & BTR., 4/4, 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 C., 4/4". BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. black, 4/4", ran. wdths., 50-60% 14 & 16', 6 mos. & over dry; NO. 1 C. & SEL., tupelo, 4/4", ran. wdths., 50-60% 14 & 16', 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., tupelo, 4/4". C. B. COLBORN, Memphis, Tenn.

FAS, NO. 1 C., NO. 2 C., tupelo, all 4/4". KING MILL & LBR. CO., Paducah, Ky.

FAS & NO. 1 C., fig. red, 4/4-8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & BTR., black, 4/4", good wdths., 60% 14 & 16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

HICKORY

LOG RUN, 8/4", ran. wdths. 50-60% 14 & 16', 6 mos. & over dry; MILL RUN, PECAN, 8/4", ran. wdths. & lgths., 50% to 60% 14 & 16', 6 mos. & over dry. The BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 6/4-8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 6/4, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 9/4", bone dry. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.

MAHOGANY

ALL THICKNESSES, HONDURAS & MEX., 12/4, 16/4", especially dried. FREIBERG MAHOGANY CO., Cincinnati, Ohio.

MAGNOLIA

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C. & BTR., 8/4, 12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4", 6" & wider, 8' & longer, yr. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.

NO. 1 C. & BTR., 50-70% FAS, 4/4, 8/4", reg. wdths. & lgths., 6 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

FAS, 12/4"; NO. 1 C., 8/4, 10/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 6/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

QUARTER SAWED, 4/4, 5/4, 6/4, 8/4", END DRIED, white, 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & B., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 5/4"; NO. 2 C., 6/4, 8/4"; NO. 1 C. & BTR., 10/4, 12/4"; NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., dry. MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., dry. R. B. MAXSON, So. Bend, Ind.

NO. 1 C. & BTR., 16/4", bone dry. CYRUS C. SHAFER LBR. CO., So. Bend, Ind.

SEL. & UP, 15% SELS., Michigan, 4/4", 6" & up, reg. lgths., yr. dry; NO. 1 C. & BTR., Michigan, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., 4-12 mos. dry; NO. 3 C., 4/4", reg. wdths., 14', 5 mos. dry; NO. 3 C., full run, 4/4, 5/4", reg. wdths. & lgths., yr. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 & BTR. (80% FAS), 4/4", 20% 10" & up, 75% 14 & 16", dry; NO. 1 & BTR. (75% FAS), 5/4", 20% 10" & up, 75% 14 & 16", dry; NO. 1 & BTR., 6/4", wide wdths. (60% FAS), 60% 14 & 16", dry; NO. 1 & BTR., (60-60% FAS), 8/4", wide wdths, 70% 14 & 16", dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., yr. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 & BTR. (not over 25% NO. 2) 8/4", 20 mos. dry. BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 4/4-13/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 C. & UP, 4/4-8/4", reg. wdths. & lgths., yr. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

OAK—PLAIN RED

NO. 1 C. & BTR., 4/4-10/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 1/2"; NO. 1 C. & SEL., 3/4"; NO. 2 C., 5/8"; NO. 3 C., 5/8, 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

LOG RUN, 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4, 8/4"; NO. 2 C., 4/4, 8/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 8/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 2 & BTR., 5/8", 3" & up, 4' and up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., 4/4, 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

HARDWOODS FOR SALE

OAK—PLAIN WHITE

NO. 1 C. & BTR., 4/4-12/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 1/2"; NO. 2 C., 1/2". DARNELL-LOVE LBR. CO., Leland, Miss.
NO. 2 C. & BTR., 5/8-5/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. widths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 5/4, 6/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

FAS. 5/8"; NO. 1 C. & SEL., 5/8, 3/4". DARNELL-LOVE LUMBER CO., Leland, Miss.
NO. 2 C. & BTR., 5/8-5/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & NO. 2 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS. 5/8, 5/4, 6/4", reg. widths. & lgths. dry; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. widths. & lgths., dry; NO. 2 C., 4/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good widths. & lgths. 2 yrs. dry. ATLANTIC LUMBER CO. Buffalo, N. Y.

COM. & BTR., pl., 4/4-12/4", good widths. & lgths. dry. H. A. HOOVER, So. Bend, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4, good widths., 50%, 14 & 16", 6 mos. dry. band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

POPLAR

NO. 1 C., 4/4", reg. widths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4, good widths., 60%, 14 & 16", 6 mos. dry. band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8-16/4", reg. widths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS. 5/8", reg. widths. & lgths.; FAS. sap, 5/8, 1/4, 5/4", reg. widths. & lgths.; NO. 1 C., 5/8, 1/4, 5/4", reg. widths. & lgths.; NO. 2 A. & B., 4/4", reg. widths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4", ran; widths., 50-60%, 14 & 16", 6 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 5/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8", 7" & up, 4" & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

WALNUT

COM. & BTR., 4/4, 5/4, 6/4, 8/4", 5/8", 4" & up, 4" & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

MISCELLANEOUS

CEDAR—WHITE

SHINGLES, Extra "A" CHAS. W. FISH LBR. CO., Elcho, Wis.

HEMLOCK

Merchandise SHORTS (can be milled), 4 & 4 1/4", 4-8". CHAS. W. FISH LBR. CO., Elcho, Wis.

PINE

NO. 3 & BTR., 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

SPRUCE

NO. 3 & BTR., 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

TAMARACK

NO. 1 & 2, 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

CRATING

NO. 3 C., softwood, 4/4", av. widths. & lgths., yr. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

DIMENSION STOCK

BIRCH—MAPLE

SQUARES, 1x1-18 to 48"; 1x1-42 & 48". MASON-DONALDSON LBR. CO., Rhineland, Wis.

FLOORING

HARD MAPLE

NO. 1 & 2, 4/4". RODDIS LBR. & VENEER CO., Marshfield, Wis.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

BIRCH

LOG RUN, rotary cut, 1/8", 1/16", 6" & wider, 48" & longer (very good lgths). BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 48-98, 1/16, 6-36, 42-98, 1/8, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ELM

SHEET STOCK, 1/16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 48-98, 1/16, 6-36, 56-92, 1/8, 6-36, 48-97, 3/16, 6-36, 48-86, 1/4, 6-41, 50-97. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 74-92, 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

Striped mottled, AFRICAN & HONDURAS, Pl. HONDURAS, drawer bottom stock, unusually fine stock. FREIBERG MAHOGANY CO., Cincinnati, O.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD. SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN & CURLY, Ind. white 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, red, 1/8, 6/36 41-72; SHEET STOCK, red, 1/8, 6-36, 36-98, 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10" long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches, 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

PINE

SHEET STOCK, 1/8, 6-37, 36-98, 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-92, 1/8, 6-36, 62-98. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

SLICED, 1/28"; FIG. BUTTS, 1/30"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind. SLICED & ROTARY CUT, highly figured. FREIBERG MAHOGANY CO., Cincinnati, O.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers, Belzoni, **MISSISSIPPI**

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 59)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber. Oak Timbers and small Oak Dimension. For the very best write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See page 2-11) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills, Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 10)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 41)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

(*See page 78)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbers are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 72)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 37)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 9)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page —)
W. M. Ritter Lumber Company
Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units
The name "Oak," from time immemorial, has been the symbol of strength and reliability.

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

Oak combines more strength with more beauty than any other wood grown.

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Rot. Oak: other thicknesses from 4/4 to 3/4 in all grades
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA
(*See page 10)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 29)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 10)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 68)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

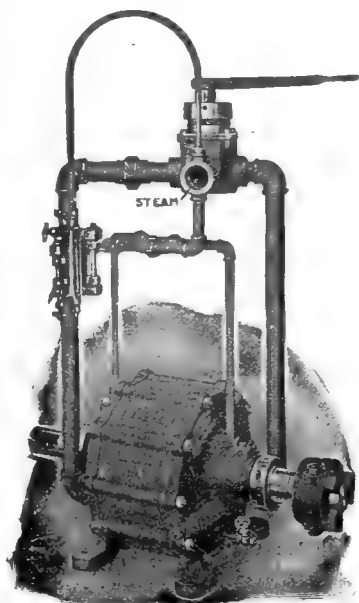
"The Oak Is the Most Majestic of Forest Trees."—Loudon.

A B C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tachy Lumber Company,
Manufacturer Kansas City, **MISSOURI**

(*See page —)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 23)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page —)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer



On the SAWYER

depends the get-
ting out of lum-
ber at least cost.

Give him a
**SOULE
STEAM-FEED**

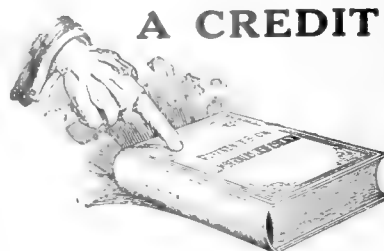
and he will cut
more lumber
with the same
payroll.

CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS

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A CREDIT BUSINESS

Perfectly Good by
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and Ratings of

All Who Buy and Sell Lumber in Any Form
SUCCESSFUL COLLECTION DEPARTMENT TOO
Write for terms and particulars

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CHICAGO NEW YORK

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M 70M 200M
4/4..No. 2 & Bet. 6/4..No. 2 & Bet. 6/4..No. 3 Com.
SEND US YOUR INQUIRIES

HARDWOODS FOR SALE

1/20-3/8". HOFFMAN BROS. CO., Ft. Wayne,
Ind.

EVERYTHING in walnut veneers. Butts,
sliced, half round, rotary cut. WILLIAMSON
VENEER CO., Mills, Baltimore, Md. Sales
Branches: 28 E. Jackson Blvd., Chicago; 41st
& 6th Ave., New York, N. Y.; High Point,
N. C.; Jamestown, N. Y.

CROSS BANDING AND BACKING GUM

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

PANELS AND TOPS

THREE PLY, 1/4", G1S, 24-30 & 36" wide, 72"
long; THREE PLY, 1/4", G2S, 24-30 & 36" wide,
72" long. E. V. KNIGHT PLYWOOD SALES
CO., New Albany, Ind.

BIRCH

THREE PLY, 1/4"x24x48, G2S; FIVE PLY,
3/4"x36x72, G1S, 3/4"x24x72, G2S, 3/4"x30x72, G2S.
HANSON-WARD VENEER CO., Bay City,
Mich.

ELM

THREE PLY, 1/4"x24x72, G1S, 1/4"x30x72, G1S,
1/4"x24x72, G2S, 1/4"x30x72, G2S. HANSON-
WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/8", G1S, 24-30 & 36" wide,
72" long; THREE PLY, 3/16", G1S, 24-30 &
36" wide, 72" long. E. V. KNIGHT PLYWOOD
SALES CO., New Albany, Ind.

GUM

FIVE PLY, red, 1/4"x36x60, 1S, 1/4"x36x72, 1S,
3/4"x36x72, 1S, 3/4"x24x72, 2S, 3/4"x30x72, 2S. HAN-
SON-WARD VENEER CO., Bay City, Mich.

QTD. FIG., any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4"x24x72, G1S, 1/4"x30x72, G1S,
1/4"x24x72, G2S, 1/4"x30x72, G2S. HANSON-
WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, 42 to 54 round rim
bound, 60x48 & 60x45, rim bound, 28x48, 26x54,
20x60, 26x66, poplar core. E. V. KNIGHT PLY-
WOOD SALES CO., New Albany, Ind.

OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S,
1/4"x36x72, 1S, 3/4"x36x72, 1S, 3/4"x24x60, 2S, 3/4"x30x
60, 2S, 3/4"x24x72, 2S, 3/4"x30x72, 2S; PLAIN

WHITE, FIVE PLY, 1/4"x36x72, 1S, 3/4"x36x72, 1S,
3/4"x24x72, 2S, 3/4"x30x72, 2S; QTD. WHITE OAK,
FIVE PLY, 3/4"x36x72, 1S, 3/4"x24x72, 2S, 3/4"x30x72,
2S. HANSON-WARD VENEER CO., Bay
City, Mich.

TABLE TOPS, dining, qtd., white, 42 to 54,
chestnut core, 42 to 54, round plank edge, 42 to
54, round rim bound; TABLE TOPS, library,
qtd., white, 26x42 & 28x48, chestnut core;

THREE PLY, pl. white, 1/4", G1S, 24-30 &
36", 60 & 72" long; THREE PLY, pl. white, 1/4",
G2S, 24-30 & 36, 60 & 72 long; FIVE PLY, 3/8",
G2S, pl. white, 24 & 30 wide, 72 long. E. V.
KNIGHT PLYWOOD SALES CO., New Al-
bany, Ind.

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

WALNUT

TABLE TOPS, dining, 42 to 54, round rim
bound, 60x48 & 60x45, rim bound. E. V.
KNIGHT PLYWOOD SALES CO., New Albany,
Ind.

YELLOW PINE

FIVE PLY, 1/4"x36x72, 1S, 3/4"x36x72, 1S,
3/4"x24x72, 2S, 3/4"x30x72, 2S. HANSON-WARD
VENEER CO., Bay City, Mich.

THREE PLY, 1/4", G2S, 24 & 36", 60 & 72"
long; THREE PLY, 3/8", G2S, 20-26 & 28"
72" long. E. V. KNIGHT PLYWOOD SALES
CO., New Albany, Ind.

→ For Greatest Range of Uses ←
and

Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

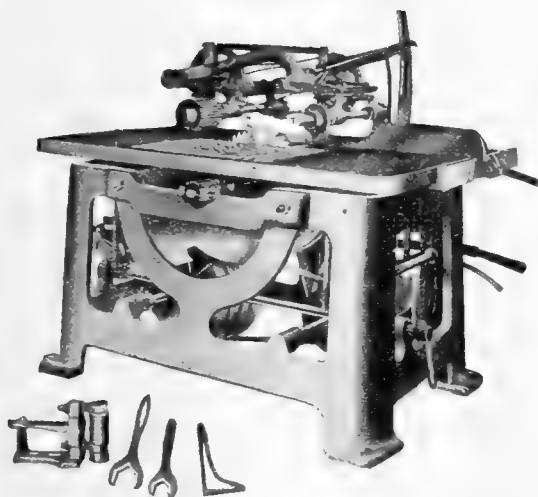
has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?



"Get It from Koppel"

The field man will tell you that the cars and track and switches that come from KOPPEL are always as good as they can be made.

Write for Catalogue or for Estimates on Your Requirements

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The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*

We Offer for Prompt Shipment

MAPLE		BASSWOOD	
1x6" & Up No. 1 C. & B.	50,000'	Full Log Run.	75,000'
8-4" No. 1 C. & B., 5°		4/4" No. 2 Common	30,000'
No. 2 Common	75,000'		
BEECH		SOFT ELM	
4-4" No. 2 C. & B.	50,000'	4/4" No. 2 C. & B.	100,000'
4-4" No. 2 Common	60,000'	8-4" No. 1 C. & B.	30,000'
6-4" No. 2 C. & B.	37,000'	10-4" No. 1 C. & B.	14,000'
BIRCH		12-4" No. 1 C. & B.	14,000'
4-4" Full Log Run	18,000'	16-4" No. 1 C. & B.	14,000'
1-4" No. 2 Common	72,000'		

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East Jordan Lumber Co.
EAST JORDAN, MICHIGAN

MANUFACTURERS

NORTHERN Hardwoods and Hemlock

Inquiries Are Solicited

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

VON PLATEN-FOX CO.

MANUFACTURERS OF
NORTHERN WOODS

Offer the following DRY HARD MAPLE

4/4 No. 3 Com....100M	8/4 No. 3 Com....100M
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6/4 No. 3 Com.... 25M	16/4 No. 3 Com.... 50M

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No. 3 Common Maple. We have it.

Main Office.....Iron Mountain, Mich.
Chicago Office...1329 Peoples Gas Bldg.

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
 YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER

404-405 BIBB REALTY BUILDING
MACON, GA.

J. RAYNER CO. INCORPORATED

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ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO



TWO WEEKS AGO BABSON SAID HARDWOOD VALUES WERE FULLY LIQUIDATED

SINCE then, many items have advanced from \$5.00 to \$10.00 a thousand. Some items can scarcely be bought in quantity. Many large consumers are now fully awake to the danger, and for the first time in many months are out among the mills **IN PERSON**. Are **YOU** covered yet? If not, we may be able to help you. Our stock is still fairly well balanced and will give you a pretty good selection, considering conditions at most mills.

Remember, we stand behind every board with our now famous **WIS** brand. Each grade contains the full product of the log with not a board picked out, and due to our scientifically constructed yard, it is all offered in a condition of perfect dryness.

If a personal visit is not possible at this time, you will find our unique stock list of great help in selecting what you want. It still shows a good line of Oak, Gum, Cypress and other Southern hardwoods. Write for it.

WISCONSIN LUMBER CO.
CHICAGO **ILLINOIS**

BAND MILLS
DEERING, MO.

EVERY BOARD
IS BRANDED

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

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Northern Hardwoods

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STEARNS & CULVER
LUMBER CO.
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Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

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US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

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Marianna, Arkansas

2 Band Mills
100,000 feet Daily Capacity



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Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, NOVEMBER 25, 1921

Subscription \$2
Vol. LII, No. 3

DARNELL-LOVE LUMBER COMPANY

MANUFACTURERS AND EXPORTERS

HARDWOOD LUMBER

LELAND, MISS.
U.S.A.

F. T. TURNER, PRESIDENT
H. D. LOVE, VICE-PRES.
F. G. WOODS, SECRETARY
R. W. RICKETTS, TREASURER

CABLE ADDRESS
"DARLOVE"



TWO BAND MILLS
CODES USED
UNIVERSAL
A. B. C. 5th EDITION IMPROVED
WESTERN UNION

THE FOLLOWING IS A LIST OF UNSOLD LUMBER IN OUR YARDS, NEARLY
ALL OF WHICH IS DRY AND AVAILABLE FOR PROMPT SHIPMENT

WE SOLICIT YOUR INQUIRIES AND ORDERS

QUARTERED WHITE OAK

5/8" FAS	20,000'
5/8" No. 1 Com. & Sel.	75,000'
3/4" No. 1 Com. & Sel.	65,000'
4/4" No. 1 Com. & Sel. Strips	35,000'
2 1/2" to 5 1/2"	69,000'
3/4" No. 2 Common.	69,000'

PLAIN WHITE OAK

1/2" FAS	15,000'
5/8" FAS	10,000'
1/2" No. 1 Com. & Sel.	50,000'
5/8" No. 1 Com. & Sel.	10,000'
1/2" No. 2 Common	50,000'
3/4" No. 2 Common.	15,000'
4" Crossing Plank	40,000'

PLAIN RED OAK

3/8" FAS	6,000'
1/2" FAS	60,000'
5/8" Coffin Bds., 12" & wdr.	40,000'
4/4" Coffin Bds., 12-15"	25,000'
3/8" No. 1 Com. & Sel.	2,500'
3/4" No. 1 Com. & Sel.	175,000'
1/2" No. 2 Common	65,000'
5/8" No. 2 Common	200,000'
3" Crossing Plank	45,000'
5/8" No. 3 Common	250,000'
3/4" No. 3 Common	200,000'

PLAIN BLACK GUM

4/4" FAS	8,000'
4/4" No. 1 Com. & Sel.	7,500'
4/4" No. 2 Common	3,000'

QUARTERED BLACK GUM

4/4" Log Run	20,000'
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COTTONWOOD

4/4" FAS, 6-12"	110,000'
4/4" FAS, 13-17"	15,000'
4/4" No. 1 Com. & Sel.	150,000'

ASH

5/4" Com. & Btr.	5,800'
12/4" No. 2 Com. & Btr.	30,000'
3/8" No. 1 Com. & Sel.	4,000'
1/2" No. 1 Com. & Sel.	35,000'
4/4" No. 1 Com. & Sel.	30,000'
4/4" No. 2 Common	15,000'
12/4" No. 2 Common	8,000'
4/4" No. 3 Common	20,000'
12/4" No. 3 Common	6,500'

PLAIN RED GUM

3/8" No. 1 Com. & Sel.	28,000'
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QUARTERED RED GUM

5/8" FAS	20,000'
3/4" FAS	10,000'
5/4" FAS	15,000'
8/4" FAS	30,000'
5/8" No. 1 Com. & Sel.	50,000'
3/4" No. 1 Com. & Sel.	150,000'
5/4" No. 1 Com. & Sel.	15,000'
6/4" No. 1 Com. & Sel.	20,000'
8/4" No. 1 Com. & Sel.	45,000'

PLAIN SAP GUM

5/8" FAS, 6-12"	150,000'
5/8" FAS, 10-13"	65,000'
5/2" FAS, 14-15"	85,000'
5/8" FAS, 13-17"	50,000'
3/4" FAS, 13-17"	45,000'
4/4" FAS, 14-15"	45,000'
1/4" FAS, 16-19"	30,000'

4/4" FAS, 18-21"	45,000'
4/4" FAS, 20" & up	26,000'
4/4" Box Bds., 9-12"	15,000'
4/4" Box Bds., 13-17"	48,000'
5/8" No. 1 Com. & Sel.	26,000'
3/4" No. 1 Com. & Sel.	50,000'
3/8" No. 2 Common	8,000'
1/2" No. 2 Common	11,000'
8/4" No. 2 Common	50,000'

QUARTERED RED GUM (Sap No Defect)

3/4" FAS	40,000'
5/4" FAS	35,000'
6/4" FAS	15,000'
8/4" FAS	120,000'
5/8" No. 1 Com. & Sel.	85,000'
3/4" No. 1 Com. & Sel.	60,000'
5/4" No. 1 Com. & Sel.	17,000'
6/4" No. 1 Com. & Sel.	12,000'

HACKBERRY

4/4" Log Run	1,200'
5/4" Log Run	7,500'
5/4" No. 3 Common	3,000'

PANTHERBURN CYPRESS

5/4" FAS, 6-12"	30,000'
8/4" FAS, 6-12"	15,000'
12/4" FAS, 6-12"	20,000'
6/4" FAS, 13-17"	40,000'
12/4" FAS, 13-17"	52,000'
6/4" FAS, 18" & up	18,000'
12/4" FAS, 18" & up	35,000'
5/4" Select	50,000'
6/4" Select	120,000'
4/4" Shop	200,000'
5/4" Shop	75,000'
8/4" Shop	50,000'

1x6" No. 1 Common	35,000'
1x8" No. 1 Common	50,000'
1x10" No. 1 Common	17,000'
4/4" No. 1 Common	200,000'
6/4" No. 1 Common	20,000'
8/4" No. 1 Common	20,000'
1x8" No. 2 Common	50,000'
1x6" No. 2 Common	65,000'
1x8" No. 2 Common	75,000'
1x10" No. 2 Common	50,000'
1x6" No. 1 Boxing	80,000'
1x8" No. 1 Boxing	50,000'
5/4" No. 2 Common	19,000'
6/4" No. 2 Common	75,000'
8/4" No. 2 Common	15,000'
4/4" Pecky	60,000'
1x6" Pecky	30,000'
1x8" Pecky	15,000'
1x10" Pecky	15,000'
1x12" Pecky	15,000'

ELM

4/4" Coffin Bds., 12" & wdr.	15,000'
8/4" Log Run	50,000'
10/4" Log Run	36,000'
12/4" Log Run	15,000'
6/4" No. 2 Common	12,000'
10/4" No. 2 Common	42,000'
12/4" No. 2 Common	15,000'
3/4" No. 3 Common	25,000'

MAPLE

4/4" Log Run	300'
6/4" Log Run	6,000'
10/4" Log Run	7,000'
12/4" Log Run	400'

PLAIN SYCAMORE

4/4" Log Run	8,500'
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It is understood that our stocks are constantly changing by reason of manufacture and shipment, therefore, the above are offered subject to prior sale and immediate acceptance. We are prepared to surface one or two sides.

OUR SALES REPRESENTATIVE IN THE CHICAGO AND MICHIGAN TERRITORIES IS THE

LELAND STAVE & LUMBER COMPANY

HOME OFFICE LELAND, MISSISSIPPI

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CHICAGO, ILLINOIS
U.S.A.

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C. E. ROBBS, VICE PRESIDENT
F. G. WOODS, SECRETARY
H. D. LOVE, TREASURER
W. F. LITTLE, GENERAL MANAGER



CHICAGO OFFICE
1039 MARQUETTE BUILDING
PHONE RANDOLPH 7957
C. W. PARHAM, MANAGER

J. Gibson McIlvain Company

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Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY
MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

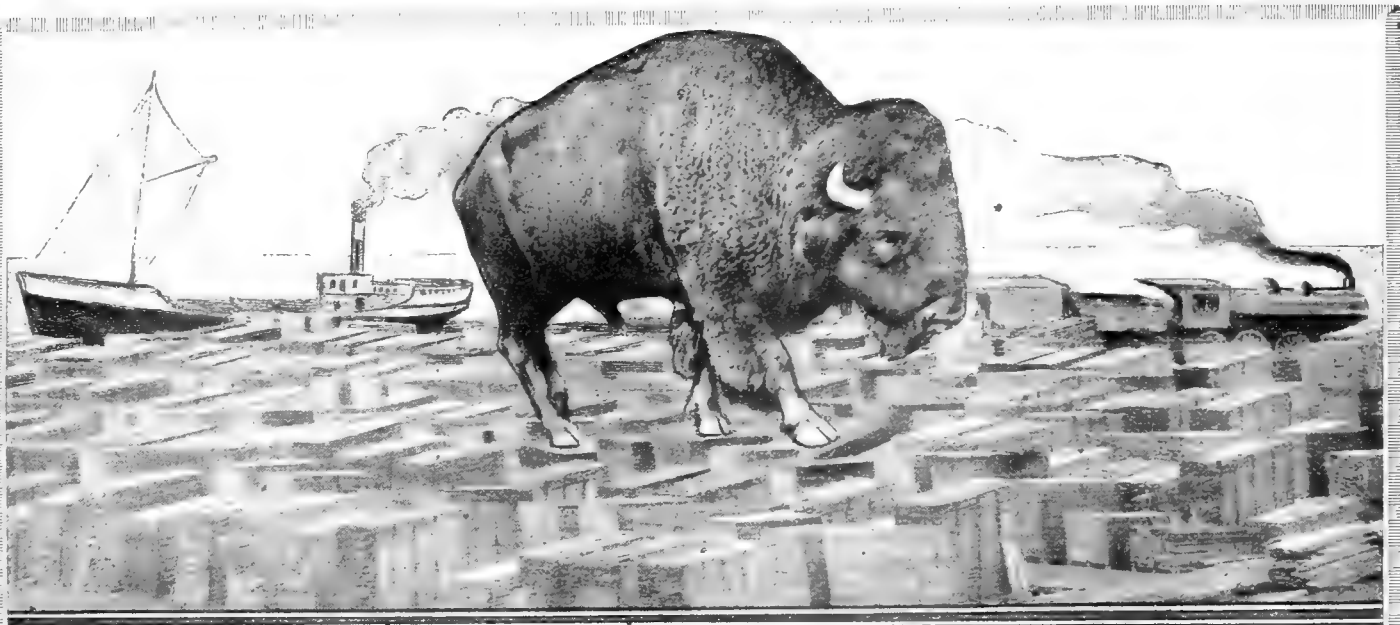
Gateway for the Best Forest Products
of Wisconsin and Upper Michigan

BIRCH ELM

BASSWOOD

HARD MAPLE

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



Buy Hardwoods from Buffalo

Dealers in this important lumber center have unsurpassed facilities for filling your hardwood requirements, large or small. Shipments can move quickly by Rail, Lake or Barge Canal. Hardwood stocks are complete in all varieties and thicknesses—quantities are unlimited.

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

The E & W Lumber Company

NORTHERN and SOUTHERN
HARDWOODS
MILL: EDWARDSBURG, MICHIGAN

H. A. HOOVER

Manufacturer and Wholesaler
Northern and Southern Hardwoods
THICK STOCK A SPECIALTY

The Powell-Myers Lumber Co.

MANUFACTURERS
Native Hard and Softwoods
Band sawn pattern stock—Furniture & vehicle dimension

RAY B. MAXSON

Manufacturers' Agent
EVERYTHING in HARDWOODS
PLANK AND DIMENSION

The Hyde Lumber Co.

SOUTHERN HARDWOODS
Oak, Gum, Cottonwood, Elm, Ash, Tupelo

The Woodruff-Powell Lumber Co.

SPECIALIZING IN
POPLAR and WALNUT

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of
HARDWOOD LUMBER
MILLS AND YARDS IN TENNESSEE

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana
Concentrating Yards:
Cairo, Illinois, and Troy, Tennessee
HEAVY OAK IS OUR SPECIALTY

Shafer-McLaughlin & Hillier, Inc.

Western Office, Mill and Yard, PORTLAND, OREGON
Sales Office, SOUTH BEND, INDIANA

Fir, Spruce, Hemlock, Cedar, White Pine

DONN PIATT
HARDWOOD CRATING

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND
SOUTH BEND, INDIANA
HARDWOODS AND YELLOW PINE

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.
Mill at Crawfordsville, Ind.

**THE FULLERTON POWELL
HARDWOOD LUMBER CO.**
Manufacturers Indiana Hardwoods
BAND MILL, LAPORTE, INDIANA

The Coming Hardwood Lumber City



A Service That Is Worth Your Attention

Few Northern operators are as well equipped as we are to handle large yard and industrial requisitions. Our five band mills, cutting 100,000,000 feet annually of Hardwoods, Pine and Hemlock—in addition to our complete planing mill facilities—enable us to handle your every requirement in Northern woods.

The personnel of our organization has been chosen for unusual practical experience. These points count strongly to the discriminating buyer who wants something quickly. We can always cut special orders in Hardwood or Hemlock dimension. Our specialty is the famous Shawano County Hard Maple up to three inches in thickness, and hearts and skid stock for the industrial trade.

WHILE PRESENT ORDERS ARE AS A RULE
SMALL, THEY WILL SERVE WELL FOR A
TRIAL. LET US FIGURE WITH YOU

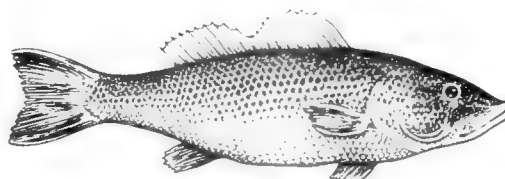
buy from fish

WE OFFER THE FOLLOWING DRY STOCK

ASH
4/4" No. 1 Common & Better...2 cars
SOFT ELM
4/4" No. 2 Common & Better...2 cars
BASSWOOD
4/4" FAS2 cars
RED OAK
4/4" No. 2 Common & Better...2 cars
BIRCH
6/4" No. 2 and Better.....3 cars
8/4" No. 2 and Better.....3 cars
HARD MAPLE
6/4" No. 2 and Better.....3 cars
MISCELLANEOUS
4/4" and 8/4" 4 to 8' Mer. Hem-
lock Shorts2 cars
Extra *A* White Cedar Shingles.2 cars
PROMPT SERVICE IS OUR MOTTO
Car Can Be Loaded Same Day Order Received

Branch Offices

CHICAGO ROCKFORD
GRAND RAPIDS



CHARLES W. FISH LUMBER COMPANY, ELCHO, WISCONSIN

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

WHITE ASH (TAS & Select)	
4 1/4" - 6-9" 8-10"	22,000'
4 1/4" - 6-7" 8-16"	12,500'
5/4" - 6-9" 8-10"	12,000'
4/4" - 6-8" 8-16"	36,000'
5/1" - 6-9" 8-16"	18,500'
4/4" - 10-12" 10-16"	15,000'
4/4" - 12" up. 10-16"	15,000'
5/4" - 10-12" 8-16"	5,000'
6/4" - 6-9" 8-16"	7,000'
6/4" - 10-12" 10-16"	6,500'
6/4" - 12" up. 10-16"	5,000'
8/4" - 6-9" 8-16"	49,000'
8/1" - 10-12" 8-16"	7,500'
8/4" - 12" up. 10-16"	5,000'
10/1" - 6" up. 8-16"	23,000'
12/1" - 6" up. 8-16"	75,000'
12/4" - 12" up. 8-16"	1,000'
14/4" - 6" up. 8-16"	3,000'
16/4" - 6" up. 8-16"	15,000'

(Clear Strips)	
4 1-8 1/4" - 2 1/2-5 1/2" 8-16"	10,000'
(No. 1 Common)	
4 1/4" - 6" up. 8-16"	15,000'
7 1/4" - 3" up. 4-16"	35,000'
6/4" - 3" up. 4-16"	45,000'
8/4" - 3" up. 4-16"	52,500'
10 1/4" - 6" up. 8-16"	22,000'

(No. 2 Common)	
5/4" - 3" up. 4-16"	42,000'
6/4" - 3" up. 4-16"	33,500'
8/4" - 3" up. 4-16"	21,500'

COTTONWOOD	
4/4" 1s & 2s. 6-12"	10,000'
4/4" No. 1 Common	33,400'
4/4" Box Bds. 9-17"	24,000'

SAP GUM	
5/4" FAS	43,000'
5/4" No. 1 Common	43,700'

RED GUM	
5/4" No. 1 Common	13,200'
5/4" No. 2 Common	3,300'

PLAIN WHITE OAK	
5/8" 1s & 2s	50,000'
5/8" No. 1 Common	50,000'
5/8" No. 2 Common	20,000'
3/4" No. 1 Common	12,000'
4 1/4" No. 1 & No. 2 Com	15,000'
2" Bridge Plank	30,000'
3" Bridge Plank	30,000'

PLAIN RED OAK	
5/8" No. 1 Com. & Btr.	16,000'
3/4" No. 1 Common	60,000'
3/4" No. 2 Common	30,000'
4/4" 1s & 2s	40,000'
4/4" No. 1 Common	200,000'
4/4" No. 2 Common	50,000'
2" Bridge Plank	30,000'
3" Bridge Plank	30,000'

PLAIN MIXED OAK	
5/8" Sound Wormy	20,000'
5/8" No. 3 Common	50,000'
3/4" Sound Wormy	20,000'
4/4" Sound Wormy	40,000'
6/4" Sound Wormy	12,000'

QUARTERED RED GUM	
4/1" No. 1 & Btr.	40,000'
8/4" No. 1 & Btr.	20,000'
5/4" No. 1 Common	12,000'

QUARTERED SAP GUM	
4/4" No. 1 & Btr.	50,000'
6/4" No. 1 Common	80,000'
8/4" No. 1 & Btr.	50,000'

CYPRESS	
4 1/4" Shop & Btr.	15,000'
5/4" Shop & Btr.	20,000'
4/4" No. 1 Common	50,000'
5/4" No. 1 Common	50,000'
4/4" No. 2 Common	20,000'

PLAIN SAP GUM	
4 1/4" No. 2 Common	100,000'
5/4" No. 2 Common	100,000'
6/4" No. 2 Common	100,000'

COTTONWOOD	
4/4" No. 2 Com. & Btr.	450,000'

Dudley Lumber Company

SERVICE

BASED ON PERSONAL ATTENTION

Having been associated with all phases of southern hardwood production and handling for many years, I am pleased to offer to careful buyers a personal service of unique and distinctive character. Address your inquiries to me personally.

D. S. WATROUS

805-6 CENTRAL BANK BUILDING

COTTONWOOD	
5 1/4" Log Run	100,000'
CYPRESS	
4 1/4" No. 1 Shop	15,000'
6 1/4" No. 1 Shop	15,000'
ELM	
4 1/4" Log Run	12,000'
8 1/4" Log Run	40,000'
10 1/4" Log Run	23,000'
SAP GUM	
4 1/4" 1s & 2s	50,000'
4 1/4" No. 1 Common	100,000'
4 1/4" No. 2 Common	75,000'
8 1/4" No. 1 Com. & Btr	100,000'
SOFT MAPLE	
4 1/4" Log Run	20,000'
12 1/4" Log Run	70,000'

QUARTERED WHITE OAK	
4 1/4" Log Run	50,000'

PLAIN WHITE OAK	
4/4" No. 1 & No. 2 Com.	50,000'

PLAIN RED OAK	
4 1/4" No. 1 & No. 2 Com.	50,000'

TITLLO	
4/4" Log Run	40,000'

ASH	
8/4" No. 1 Com. & Btr.	4,000'
10/4" No. 1 Com. & Btr.	20,000'

SAP GUM	
5 1/4" Log Run	100,000'

RED AND WHITE OAK	
4/4" 1s & 2s	15,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

Regular Widths and Lengths

QUARTERED RED GUM	
4/4" F&S. 12 Mos. dry..	30,000'
4/4" 1 Com. 12 Mos. dry..	140,000'
5/4" F&S. 10 Mos. dry..	21,000'
5/4" 1 Com. 10 Mos. dry..	122,000'
6/4" F&S. 12 Mos. dry..	36,000'
6/4" 1 Com. 12 Mos. dry..	89,000'
8/4" F&S. 14 Mos. dry..	52,000'
8/4" 1 Com. 14 Mos. dry..	97,000'

QUARTERED WHITE OAK	
4/4" F&S. 15 Mos. dry..	18,000'
4/4" 1 Com. 15 Mos. dry..	86,000'
5/4" F&S. 12 Mos. dry..	22,000'
5/4" 1 Com. 12 Mos. dry..	41,000'
6/4" F&S. 12 Mos. dry..	18,000'
6/4" 1 Com. 12 Mos. dry..	36,000'

PLAIN WHITE OAK	
4/4" F&S. 10 Mos. dry..	16,000'
4/4" 1 Com. 12 Mos. dry..	160,000'

PLAIN RED OAK	
4/4" F&S. 12 Mos. dry..	36,000'
4/4" 1 Com. 12 Mos. dry..	182,000'

QUARTERED RED GUM (Sap No Defect.)	
4/4" F&S. 10 Mos. dry..	76,000'
4/4" 1 Com. 10 Mos. dry..	140,000'
5/4" F&S. 12 Mos. dry..	43,000'
5/4" 1 Com. 12 Mos. dry..	98,000'
8/4" F&S. 14 Mos. dry..	61,000'
8/4" 1 Com. 14 Mos. dry..	102,000'
10/4" 1 Com. 14 Mos. dry..	22,000'

QUARTERED SAP GUM	
6/4" Com. & Btr.	50,000'

PLAIN SAP GUM	
4/4" No. 1 Com. & Sel	35,000'
4/4" No. 2 Common	100,000'
5/4" Com. & Btr.	100,000'
5/1" No. 1 Com. & Sel	100,000'
6/4" Com. & Btr.	40,000'
6/4" Nos. 2 & 3 Com.	100,000'

PLAIN RED GUM	
4/4" No. 1 Com. & Sel	100,000'
5/4" No. 2 Common	100,000'
5/4" No. 1 Com. & Sel	50,000'
6/4" No. 1 Common	25,000'
6/4" No. 2 Common	100,000'

PLAIN RED OAK	
4/4" No. 1 Com. & Sel	100,000'
4/4" No. 2 Common	30,000'

QUARTERED WHITE OAK	
4 1/4" Common & Better..	13,000'
PLAIN WHITE OAK	
4 1/4" Common & Better..	13,000'

OAK	
4/4" Sound Wormy	100,000'

PLAIN RED OAK	
5 1/4" No. 1 C&B.	50,000'
4 1/4" No. 1 Common	75,000'
4 1/4" No. 2 Common	12,000'
4 1/4" No. 1 Common	50,000'
5 1/4" No. 1 Common	60,000'
5 1/4" No. 2 Common	40,000'
8 1/4" No. 1 C&B.	50,000'

QUARTERED RED OAK	
4 1/4" No. 1 C&B.	150,000'
4 1/4" No. 2 Common	60,000'

QUARTERED WHITE OAK	
4/1" No. 1 Common	75,000'
5 1/4" No. 2 Common	25,000'

ELM	
8 1/4" No. 2 C&B.	150,000'
10 1/4" No. 2 C&B.	75,000'

PECAN	
5 1/4" No. 2 C&B.	50,000'

PLAIN RED GUM	
1 1/2" No. 1 C&B.	25,000'
5 1/4" FAS	20,000'
4 1/4" No. 1 Common	25,000'
4 1/4" No. 2 Common	75,000'
5 1/4" No. 2 Common	50,000'

QUARTERED RED GUM	
3 1/4" No. 1 C&B.	1,000'
4 1/4" No. 1 Common	75,000'
4 1/4" No. 2 Common	40,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN WHITE OAK	
4 1/4" No. 1 C&B.	100,000'

PLAIN RED OAK

MEMPHIS

Partial List Dry Stock

PLAIN RED GUM		SOFT ELM	
4 1/4" No. 1 Com. & Sel.	5 cars	10 1/4" Log Run	2 cars
4 1/4" FAS	2 cars	12 1/4" Log Run	3 cars
QUARTERED RED GUM		BEECH	
8 1/4" No. 1 Common	3 cars	6 1/4" Log Run	5 cars
8 1/4" No. 1 C. & B. & S. D.	7 cars	ASH	
PLAIN SAP GUM		5 1/4" No. 1 Common	3 cars
4 1/4" FAS, all 12"	1 car	6 1/4" No. 1 Common	5 cars
5 1/4" No. 1 Com. & Btr.	5 cars	8 1/4" No. 1 Common	4 cars
6 1/4" No. 1 Common	7 cars	CYPRESS	
6 1/4" No. 2 Common	4 cars	4 1/4" No. 1 Shop.	2 cars
10 1/4" No. 1 Com. & Btr.	2 cars	6 1/4" No. 1 Shop.	3 cars
12 1/4" No. 1 Com. & Btr.	1 car	6 1/4" Sel. & Btr.	2 cars
MAPLE			
6 1/4" Log Run	2 cars		

Stillions-Mingea Lumber Co.
Mill: Rome, Miss. Sales Office: Memphis, Tenn.

QUARTERED WHITE OAK		10/4" Log Run	85,000'
4 1/4" FAS	28,000'	ELM	
4 1/4" No. 1 Common	46,000'	12/4" Log Run	108,000'
4 1/4" No. 2 Common	45,000'	10/4" Log Run	84,000'
5/4" FAS	14,000'	5/4" Log Run	50,000'
7 1/4" No. 1 Common	20,000'	4/4" Log Run	24,000'
6/4" FAS	11,000'	MAPLE	
6/4" No. 1 Common	16,000'	10/4" Log Run	65,000'
8 1/4" FAS	4,000'	8/4" Log Run	30,000'
8 1/4" No. 1 Common	24,000'	4/4" Log Run	20,000'
QUARTERED RED OAK		ASH	
4 1/4" FAS	16,000'	16 1/4" Com. & Btr.	30,000'
4 1/4" No. 1 Common	38,000'	12 1/4" Com. & Btr.	92,000'
PLAIN RED OAK		10 1/4" Com. & Btr.	80,000'
3 1/4" FAS	35,000'	8 1/4" Com. & Btr.	73,000'
4 1/4" Com. & Btr.	48,000'	8 1/4" No. 2 Common	14,000'
4 1/4" Sound Wormy	65,000'	6 1/4" Com. & Btr.	25,000'
5 1/4" Com. & Btr.	41,000'	6 1/4" No. 2 Common	15,000'
8 1/4" No. 1 Common	11,000'	5 1/4" No. 1 & No. 2 Com.	33,000'
SYCAMORE		4 1/4" No. 1 Common	38,000'
4 1/4" Log Run	35,000'	4 1/4" No. 2 Common	45,000'
6 1/4" Log Run	20,000'	4 1/4" No. 3 Common	17,000'

Memphis Band Mill Co.

ASH (10 Mos. Dry)		HICKORY (2 Mos. Dry)	
Regular Widths		8 1/4" Log Run	2 cars
10 1/4" Log Run	1 car	PLAIN RED OAK (10 Mos. Dry)	
COTTONWOOD (6 Mos. Dry)		4 1/4" No. 1 Com. & Btr.	10 cars
4 1/4" Box Boards, 13-17"	2 cars	5 1/4" No. 1 Com. & Btr.	12 cars
4 1/4" Box Boards, 9-12"	3 cars	PLAIN WH. OAK (10 Mos. Dry)	
4 1/4" FAS, 13" & up	3 cars	5 1/4" No. 1 Common	1 car
4 1/4" FAS, 8-12"	10 cars	QTD. RED OAK (10 Mos. Dry)	
4 1/4" No. 1 Common	10 cars	4 1/4" No. 1 Com. & Btr.	2 cars
4 1/4" No. 2 Common	2 cars	QTD. WHITE OAK (10 Mos. Dry)	
5 1/4" No. 1 Common	10 cars	4 1/4" No. 1 Common	3 cars
5 1/4" No. 2 Common	2 cars	MAPLE (10 Mos. Dry)	
ELM (10 Mos. Dry)		6 1/4" Log Run	6 cars
6 1/4" Log Run	5 cars	8 1/4" Log Run	8 cars
10 1/4" Log Run	8 cars	SYCAMORE (10 Mos. Dry)	
PLAIN SAP GUM (10 Mos. Dry)		10 1/4" Log Run	2 cars
5 1/4" No. 1 Com. & Btr.	10 cars	CYPRESS (6 Mos. Dry)	
6 1/4" No. 1 Com. & Btr.	5 cars	4 1/4" Select & Better	3 cars
4 1/4" No. 1 Common	10 cars	4 1/4" No. 1 Shop	2 cars
PLAIN RED GUM (10 Mos. Dry)		4 1/4" No. 1 Common	5 cars
4 1/4" No. 1 Com. & Btr.	5 cars	5 1/4" Shop	5 cars
5 1/4" No. 1 Com. & Btr.	2 cars	5 1/4" Select & Better	2 cars
6 1/4" No. 1 Com. & Btr.	2 cars	5 1/4" No. 1 Common	4 cars

Johnson Bros. Hardwood Co.

QUARTERED WHITE OAK		5 1/4" No. 1 Common	45,000'
4 1/4" No. 1 Common	35,000'	QUARTERED RED GUM	
4 1/4" No. 2 Common	25,000'	5 1/4" FAS	6,000'
5 1/4" FAS, 10" & up	3,000'	6 1/4" FAS	11,000'
5 1/4" FAS	14,000'	8 1/4" No. 1 Common	20,000'
6 1/4" No. 1 Common	30,000'	8 1/4" FAS	5,000'
6 1/4" No. 2 Common	20,000'	8 1/4" No. 1 Common	15,000'
8 1/4" FAS	5,000'	QTD. RED GUM, SND.	
8 1/4" No. 1 Common	3,000'	8 1/4" No. 1 Com. & Btr.	100,000'
PLAIN WHITE OAK		10 1/4" No. 1 Com. & Btr.	85,000'
4 1/4" No. 1 Common	12,000'	SAP GUM	
4 1/4" No. 2 Common	20,000'	5 1/4" Log Run	40,000'
4 1/4" Sound Wormy	25,000'	4 1/4" FAS	8,000'
5 1/4" FAS	5,000'	4 1/4" No. 1 Common	34,000'
5 1/4" No. 1 Common	9,000'	5 1/4" FAS, 13" & up	4,000'
5 1/4" No. 2 Common	10,000'	5 1/4" No. 1 Common	12,000'
PLAIN RED OAK		5 1/4" No. 2 Common	20,000'
3 1/4" FAS	3,000'	6 1/4" FAS	14,000'
3 1/4" Coffin Stock	70,000'	6 1/4" No. 1 Common	25,000'
3 1/4" No. 1 & No. 2 Com.	40,000'	6 1/4" No. 2 Common	13,000'
4 1/4" No. 1 Common	40,000'	POPLAR	
4 1/4" No. 2 Common	20,000'	4 1/4" No. 2A Common	25,000'
5 1/4" FAS	5,000'	4 1/4" No. 2B Common	35,000'

RUSH LUMBER CO.

YELLOW CYPRESS

6 1/4" FAS	1 car
4 1/4" FAS, SND	1 car
6 1/4" Selects	2 cars
4 1/4" Selects	1 car
4 1/4" Shop	3 cars
6 1/4" Shop	4 cars
4 1/4" No. 1 C. Rand. Wd.	2 cars
6 1/4" No. 1 C. Rand. Wd.	2 cars
8 1/4" No. 1 C. Rand. Wd.	1 car
1x6" No. 1 Common	1 car
1x8" No. 1 Common	3 cars
1x10" No. 1 Common	2 cars
1x12" No. 1 Common	1 car
PLAIN RED GUM	
4 1/4" No. 1 Com. & Btr.	1 car
60% FAS	1 car
POPLAR	
4 1/4" No. 1 Com. & Btr.	3 cars
QUARTERED SAP GUM	
8 1/4" No. 1 Com. & Btr.	2 cars

PLAIN SAP GUM

5 1/4" Log Run	1 car
6 1/4" Log Run	2 cars
8 1/4" Log Run	2 cars
10 1/4" Log Run	1 car
12 1/4" Log Run	1 car
MAPLE	
4 1/4" Log Run	1 car
5 1/4" Log Run	1 car
6 1/4" Log Run	1 car
8 1/4" Log Run	2 cars
10 1/4" Log Run	2 cars
4 1/4" No. 1 Common	1 car
4 1/4" FAS	1 car
PLAIN WHITE OAK	
4 1/4" No. 1 Com. & Btr.	3 cars
PLAIN RED OAK	
4 1/4" No. 1 Com. & Btr.	2 cars
ASH	
1 1/4" Log Run	1 car

Erskine Williams Lumber Co.

QUARTERED WHITE OAK		QUARTERED RED OAK	
1 1/2" FAS	10,000'	4 1/4" FAS	25,000'
3 1/4" FAS	10,000'	4 1/4" No. 1 Common	147,000'
		ASH	
4 1/4" FAS	27,000'	4 1/4" Log Run	25,000'
5 1/4" FAS	4,000'	8 1/4" Log Run	10,000'
6 1/4" FAS	3,000'	10 1/4" Log Run	1,000'
1 1/2" No. 1 Common	17,000'	16 1/4" L. & R.	17,000'
3 1/4" No. 1 Common	19,000'	QTD. RED GUM, SND.	
4 1/4" No. 1 Common	393,000'	4 1/4" FAS	7,000'
5 1/4" No. 1 Common	13,000'	6 1/4" FAS	18,000'
6 1/4" No. 1 Common	13,000'	8 1/4" FAS	5,000'
8 1/4" No. 1 Common	20,000'	5 1/4" No. 1 Common	39,000'
2 1/2" Cir. Stps. SND	31,000'	6 1/4" No. 1 Common	46,000'
4 1/2" Cir. Stps. SND	5,000'	8 1/4" No. 1 Common	60,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

QUARTERED WHITE OAK		4 1/4" Box Bds, 13-17"	1 car
5 1/4" No. 1 Com. & Btr.	2 cars	4 1/4" No. 2 Com. & Btr.	5 cars
4 1/4" 1s & 2s	1 car	5 1/4" 1s & 2s	2 cars
1 1/4" No. 1 & No. 2 Com.	5 cars	6 1/4" No. 2 Com. & Btr.	5 cars
4 1/4" No. 1 Com. & Btr.	2 cars	QTD. RED GUM, SND.	
6 1/4" No. 1 Com. & Btr.	1 car	5 1/4" No. 1 Com. & Btr.	1 car
PLAIN WHITE OAK		6 1/4" No. 1 Com. & Btr.	3 cars
4 1/4" 1s & 2s	1 car	8 1/4" No. 1 Com. & Btr.	5 cars
4 1/4" No. 1 & No. 2 Com.	2 cars	PLAIN RED GUM	
6 1/4" No. 1 Com. & Btr.	1 car	4 1/4" No. 1 Com. & Btr.	3 cars
PLAIN RED OAK		6 1/4" No. 1 Common	2 cars
3 1/4" No. 1 & No. 2 Com.	5 cars	QUARTERED RED GUM	
4 1/4" 1s & 2s	1 car	4 1/4" No. 1 Com. & Btr.	1 car
4 1/4" No. 1 Com. & Btr.	3 cars	5 1/4" No. 1 Com. & Btr.	2 cars
5 1/4" No. 1 Com. & Btr.	5 cars	6 1/4" No. 1 Com. & Btr.	4 cars
MIXED OAK		8 1/4" No. 1 Com. & Btr.	2 cars
3 1/4" Sound Wormy	1 car	QUARTERED BLACK GUM	
4 1/4" Sound Wormy	3 cars	8 1/4" No. 1 Com. & Btr.	3 cars
PLAIN SAP GUM		ASH	
5 1/4" 1s & 2s	1 car	5 1/4" No. 1 Com. & Btr.	3 cars
5 1/4" No. 1 & No. 2 Com.	6 cars	8 1/4" No. 1 Com. & Btr.	2 cars
7 1/4" No. 1 & No. 2 Com.	5 cars	CYPRESS	
4 1/4" Box Bds, 9-12"	1 car	8 1/4" No. 1 & 2 Com.	100,000'

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD		8 1/4" No. 1 Com., 6 mo.	1 car
4 1/4" Com. & Btr., 6 mo.	1 car	6 1/4" Com. & Btr., 4 mo.	1 car
RED GUM		SOFT MAPLE	
5 1/4" Com. & Btr., 6 mo.	1 car	6 1/4" Log Run, 6 mo.	1 car
4 1/4" 1s & 2s, 6 mo.	1 car	RED OAK	
4 1/4" No. 1 Com., 6 mo.	5 cars	4 1/4" 1s & 2s, 6 mo.	4 cars
SAP GUM		4 1/4" No. 1 Com., 6 mo.	5 cars
5 1/4" 1s & 2s, 4 mo.	4 cars	3 1/4" Com. & Btr., 4 mo.	1 car
5 1/4" No. 1 Com., 4 mo.	2 cars	WHITE OAK	
4 1/4" 1s & 2s, 4 mo.	1 car	4 1/4" 1s & 2s, 6 mo.	2 cars
6 1/4" No. 1 Com., 4 mo.	2 cars	6 1/4" No. 1 Com., 6 mo.	5 cars
QTD. RED GUM		QTD. WHITE OAK	
8 1/4" 1s & 2s, 6 mo.	1 car	4 1/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

HARDWOODS

MEMPHIS

1 1/2" FAS	2 cars
1 1/2" No. 1 Common	2 cars
1 1/2" No. 2 Common	1 car
CYPRESS	
4 1/2" Shop	1 car
1 1/2" No. 1 Common	1 car
ELM	
4 1/2" Log Rd.	1 car
6 1/2" No. 1 & 2 Common	1 1/2 cars
8 1/2" No. 1 & 2 Common	1 1/2 cars
PLAIN RED GUM	
1 1/2" No. 1 & 2 Common	1 car
QUARTERED RED GUM	
1 1/2" FAS	1 car
1 1/2" No. 1 Common	1 car
SAP GUM	
1 1/2" Box Bds. 11-17"	3 cars
4 1/2" Box Bds. 9-12"	2 cars
1 1/2" No. 1 Common	2 cars
5 1/2" No. 2 Common	1 car
1 1/2" No. 1 Common	1 car

Dickson & Lambert Lumber Co.

4 1/2" FAS, 6-12"	3 cars
5 1/2" FAS, 6-12"	1 car
4 1/2" Box Bds. 13-17"	3 cars
5 1/2" FAS, 6-12"	2 cars
5 1/2" FAS, 15" & up	2 cars
5 1/2" FAS, 18" & up	1 car

QUARTERED RED GUM	
1 1/2" FAS, 6" & up	1 car
5 1/2" FAS, 6" & up	2 cars
6 1/2" FAS, 6" & up	2 cars
8 1/2" FAS, 6" & up	3 cars
1 1/2" No. 1 Common	2 cars
5 1/2" No. 1 Common	3 cars
6 1/2" No. 1 Common	2 cars
8 1/2" No. 1 Common	1 car
PLAIN RED GUM	
1 1/2" FAS	1 car
4 1/2" No. 1 Common	2 cars

The Frank A. Conkling Co.

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

QUARTERED WHITE OAK	1 1/2" FAS	65,800'
1 1/2" FAS	4 1/2" FAS	99,919'
5 1/2" FAS	5 1/2" FAS	47,000'
1 1/2" FAS	1 1/2" No. 1 Common	91,100'
1 1/2" FAS	5 1/2" No. 1 Common	195,000'
1 1/2" Clear Strips	3 1/2" No. 1 Common	169,282'
1 1/2" No. 1 Common	4 1/2" No. 1 Common	310,171'
5 1/2" No. 1 Common	QUARTERED RED GUM	
1 1/2" No. 1 Common	5 1/2" FAS	7,900'
5 1/2" No. 1 Common	4 1/2" Com. & Btr.	30,500'
8 1/2" No. 1 Common	4 1/2" No. 1 Common	24,208'
Common Strips	PLAIN RED GUM	
5 1/2" FAS	5 1/2" FAS	89,281'
1 1/2" FAS	4 1/2" FAS	98,611'
3 1/2" FAS	PLAIN SAP GUM	
4 1/2" FAS	4 1/2" FAS	293,759'
1 1/2" No. 1 Common	5 1/2" FAS	142,600'
1 1/2" No. 1 Common	4 1/2" No. 1 Common	105,573'
1 1/2" No. 2 Common	5 1/2" No. 1 Common	121,000'
PLAIN WHITE OAK	ELM	
1 1/2" FAS	12 1/4" Log Run	78,400'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

HARDWOODS

L. D. Murrelle Lumber Co.
Band Mill—BUDE, MISS.

General Sales Offices
1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

Specializing in

**KILN DRIED
HARDWOODS**

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

S&W Moist Dry

ASH (10% 14" and 16")		4 1/2" FAS	2 cars
5 1/2" FAS		1 1/2" No. 1 Common	6 cars
7 1/2" No. 1 Common		1 1/2" No. 2 Common	4 cars
8 1/2" FAS		1 1/2" S & W	3 cars
CYPRESS			
(50% 14" and 16")			
4 1/2" No. 1 Common		4 1/2" Shop	2 cars
4 1/2" No. 2 Common		5 1/2" FAS	1 car
SAP GUM			
(50% 14" and 16")			
5 1/2" FAS		5 1/2" Select	1 car
5 1/2" No. 1 Common		6 1/2" Shop	1 car
		5 1/2" Common	1 car
		6 1/2" FAS	2 cars
		8 1/2" Select	3 cars
		10 1/4" Shop	2 cars
PLAIN OAK			
(50% 14" and 16")			
5 1/2" FAS		6 1/2" Shop	2 cars
5 1/2" No. 1 Common		8 1/2" Select	2 cars
7 1/2" No. 2 Common		10 1/4" Select & Btr.	1 car

Tustin Hardwood Lumber Co.

KELLOGG LUMBER CO.

PLAIN SAP GUM	6 1/2" No. 1 Common	221,770'
3 1/2" FAS	8 1/2" No. 1 Common	40,180'
4 1/2" FAS	10 1/4" Com. & Btr.	78,460'
5 1/2" FAS	PLAIN RED GUM	
5 1/2" FAS, 19" & up	4 1/2" FAS	31,800'
5 1/2" FAS	4 1/2" No. 1 Common	6,400'
6 1/2" FAS	5 1/2" No. 1 Common	8,075'
4 1/2" Box Bds. 13-17"	6 1/2" No. 1 Common	17,665'
3 1/2" No. 1 Common	8 1/2" No. 1 Common	3,000'
4 1/2" No. 1 Common	10 1/4" No. 1 Common	2,500'
5 1/2" No. 1 Common	QUARTERED RED GUM	
5 1/2" No. 2 Common	6 1/2" FAS	11,895'
6 1/2" No. 2 Common	8 1/2" FAS	66,980'
8 1/2" No. 2 Common	10 1/4" FAS	2,000'
10 1/4" No. 2 Common	6 1/2" No. 1 Common	35,835'
5 1/2" No. 3 Common	8 1/2" No. 1 Common	14,000'
6 1/2" No. 3 Common	QUARTERED SAP GUM	
10 1/4" No. 3 Common	8 1/2" FAS	

MEMPHIS

15' to 20' 14' and 16' Lengths 6 Moist Dry Indiana Stock

ASH		PLAIN WHITE OAK	
4 1/2" No. 1 Common	FAS	4 1/2" No. 1 Common	FAS
4 1/2" No. 2 Common	FAS	4 1/2" No. 2 Common	FAS
4 1/2" No. 3 Common	FAS	4 1/2" No. 3 Common	FAS
4 1/2" No. 4 Common	FAS	4 1/2" No. 4 Common	FAS
4 1/2" No. 5 Common	FAS	4 1/2" No. 5 Common	FAS
4 1/2" No. 6 Common	FAS	4 1/2" No. 6 Common	FAS
4 1/2" No. 7 Common	FAS	4 1/2" No. 7 Common	FAS
4 1/2" No. 8 Common	FAS	4 1/2" No. 8 Common	FAS
4 1/2" No. 9 Common	FAS	4 1/2" No. 9 Common	FAS
4 1/2" No. 10 Common	FAS	4 1/2" No. 10 Common	FAS
4 1/2" No. 11 Common	FAS	4 1/2" No. 11 Common	FAS
4 1/2" No. 12 Common	FAS	4 1/2" No. 12 Common	FAS
4 1/2" No. 13 Common	FAS	4 1/2" No. 13 Common	FAS
4 1/2" No. 14 Common	FAS	4 1/2" No. 14 Common	FAS
4 1/2" No. 15 Common	FAS	4 1/2" No. 15 Common	FAS
4 1/2" No. 16 Common	FAS	4 1/2" No. 16 Common	FAS
4 1/2" No. 17 Common	FAS	4 1/2" No. 17 Common	FAS
4 1/2" No. 18 Common	FAS	4 1/2" No. 18 Common	FAS
4 1/2" No. 19 Common	FAS	4 1/2" No. 19 Common	FAS
4 1/2" No. 20 Common	FAS	4 1/2" No. 20 Common	FAS

Louisiana Red Cypress Co.

ASH		PLAIN RED OAK	
4 1/4" 1s & 2s	12,000'	4 1/4" No. 1 Common	7,000'
5 1/4" 1s & 2s	10,000'	4 1/4" No. 2 Common	19,000'
6 1/4" 1s & 2s	28,000'	4 1/4" No. 3 Common	7,000'
8 1/4" 1s & 2s	53,000'	4 1/4" No. 4 Common	17,000'
10 1/4" No. 1 Com. & Btr.	35,000'	4 1/4" No. 5 Common	13,000'
12 1/4" No. 1 Com. & Btr.	12,000'	4 1/4" No. 6 Common	6,000'
4 1/4" No. 1 Common	48,000'	4 1/4" No. 7 Common	11,000'
5 1/4" No. 1 Common	72,000'	4 1/4" No. 8 Common	6,000'
6 1/4" No. 1 Common	68,000'	4 1/4" No. 9 Common	5,000'
8 1/4" No. 1 Common	80,000'	4 1/4" No. 10 Common	4,000'
4 1/4" No. 2 Common	10,000'	4 1/4" No. 11 Common	56,000'
5 1/4" No. 2 Common	3,000'	4 1/4" No. 12 Common	9,000'
6 1/4" No. 2 Common	18,000'	4 1/4" No. 13 Common	5,000'
CYPRESS		QUARTERED WHITE OAK	
4 1/4" 1s & 2s	6,000'	4 1/4" 1s & 2s	23,000'
5 1/4" 1s & 2s	22,000'	5 1/4" 1s & 2s	11,000'
6 1/4" 1s & 2s	6,000'	6 1/4" 1s & 2s	17,000'
8 1/4" 1s & 2s	14,000'	8 1/4" 1s & 2s	3,000'
4 1/4" Selects	19,000'	4 1/4" No. 1 Common	54,000'
4 1/4" Sel. & Btr.	18,000'		
5 1/4" Sel. & Btr.	10,000'		
6 1/4" Sel. & Btr.	16,000'		

Welsh Lumber Company

QUARTERED WHITE OAK		PLAIN RED OAK	
3 1/2" No. 2 Com. & Btr.	16,000'	3 1/2" No. 2 Com. & Btr.	17,000'
4 1/2" No. 1 Common	30,000'	4 1/2" No. 3 Common	93,000'
4 1/2" No. 2 Common	30,000'	4 1/2" No. 1 Common	60,000'
4 1/2" No. 3 Common	20,000'	5 1/2" 1s & 2s	10,000'
5 1/2" No. 1 Common	41,000'	PLAIN RED GUM	
5 1/2" No. 2 Common	22,000'	6 1/4" No. 2 Common	12,000'
6 1/4" No. 1 Common	8,000'	8 1/4" No. 2 Common	12,000'
6 1/4" No. 2 Common	44,000'	QUARTERED RED GUM	
6 1/4" No. 3 Common	15,000'	(Sap No Defect)	
PLAIN OAK		5 1/4" 1s & 2s	150,000'
4 1/2" 1s & 2s (White)	21,000'	5 1/4" No. 1 Common	175,000'
4 1/2" No. 1 Com. (White)	132,000'	6 1/4" 1s & 2s	43,000'
4 1/2" No. 1 Com. (Red)	150,000'	6 1/4" No. 1 Common	33,000'
4 1/2" No. 2 Com. (Red)	65,000'	12 1/4" No. 1 Com. & Btr.	50,000'
		16 1/4" No. 1 Com. & Btr.	42,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

WHITE ASH

WHITE ASH		COTTONWOOD	
1" Select & Btr.	38,000'	4 1/2" No. 2 Com. & Btr.	13,000'
1" No. 1 Common	6,000'	SAP GUM	
1x3-5 1/2" 1 Face Clr Stp.	12,000'	4 1/4" No. 2 Com. & Btr.	16,000'
3 1/4" & 5 1/8" No. 2 C&B.	13,500'	5 1/4" No. 1 Common	8,000'
5 1/4" Select & Btr.	17,000'	5 1/4" No. 2 Common	28,000'
5 1/4" No. 1 Common	19,000'	6 1/4" Com. & Btr.	20,000'
5 1/4" No. 2 Common	100,000'	MAPLE	
6 1/2" Select & Btr.	15,000'	12 1/4" Log Run	8,000'
6 1/4" No. 1 Common	45,000'	CYPRESS	
6 1/4" No. 2 Common	28,000'	4 1/2" No. 1 Common	12,000'
8 1/4" Select & Btr.	50,000'	RED OAK	
8 1/4" No. 1 Common	168,000'	4 1/2" No. 1 Common	15,000'
10 1/4" Com. & Btr.	33,000'	WHITE OAK	
10 1/4" No. 2 Common	165,000'	4 1/2" No. 1 Common	9,500'
12 1/4" Select & Btr.	75,000'	WHITE AND RED OAK	
12 1/4" No. 1 Common	22,000'	1 1/2" No. 2 Common	10,500'
Miscellaneous Hardwoods		OAK	
ELM		4 1/2" No. 3 Common	20,000'
6 1/4-8 1/4-10 1/4-12 1/4" LR.	17,000'		

Thompson-Katz Lbr. Co.

C. B. COLBORN
SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCK

My Specialty Is In
Lumber for Manufacture

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL

Shedded stock on hand for prompt shipment. See list of prices cut to order.

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

ASH		PLAIN RED GUM	
5 1/4" No. 2 Com. & Btr.	9,000'	4 1/4" No. 1 Com. & Btr.	250,000'
8 1/4" No. 2 Com. & Btr.	4,750'	4 1/4" No. 1 Common	100,000'
12 1/4" No. 2 Com. & Btr.	2,500'	5 1/4" No. 1 Common	77,000'
16 1/4" No. 2 Com. & Btr.	2,750'	6 1/4" No. 1 Common	51,000'
QUARTERED RED GUM		7 1/4" No. 2 Common	17,000'
5 1/4" FAS	14,000'	8 1/4" No. 2 Common	116,000'
5 1/4" No. 1 Common	28,000'		
8 1/4" No. 1 Com. & Btr.	13,000'		
10 1/4" No. 1 Com. & Btr.	17,000'		
PLAIN RED GUM			
8 1/4" No. 1 Com. & Btr.	40,000'		
4 1/4" No. 2 Common	110,000'		
QUARTERED SAP GUM			
4 1/2" No. 1 Com. & Btr.	8,000'		
5 1/4" No. 1 Com. & Btr.	21,000'		
9 1/4" No. 1 Com. & Btr.	215,000'		

Ferguson & Palmer Company

ASH		PLAIN BLACK GUM	
1/4 16 1/2" All Grades	750,000'	4 1/4" No. 1 Com. & Btr.	9,000'
CYPRESS		8 1/4" No. 1 Com. & Btr.	50,000'
1/4-8 1/4" All Grades	1,000,000'		
COTTONWOOD			
1 1/2" Box Bds., 13-17"	20,000'		
1 1/2" Box Bds., 9-12"	50,000'		
1 1/2" FAS 1" & up	15,000'		
1 1/2" FAS, 6-12"	100,000'		
1 1/2" No. 1 Common	100,000'		
5 1/2" FAS	100,000'		
5 1/2" No. 1 Common	100,000'		
5 1/2" No. 2 Common	18,000'		
6 1/2" FAS	20,000'		
6 1/2" No. 1 Common	25,000'		
ELM			
10 1/2" Log Run	45,000'		
12 1/2" Log Run	30,000'		
SAP GUM			
5 1/8" FAS	25,000'		
3 1/2" FAS	20,000'		

Grismore-Hyman Co.

WHITE ASH

WHITE ASH		WHITE ASH	
4 1/2" FAS 10' & up	1 car	16 1/4" No. 1 Com. & Btr.	1 car
6 1/2" FAS, 19' & up	1 car	4 1/2" No. 1 Common	1 car
1 1/2" FAS, Regular	2 car	5 1/2" No. 1 Common	1 car
6 1/2" FAS, Regular	2 car	6 1/2" No. 1 Common	1 car
8 1/2" FAS, Regular	1 car	8 1/2" No. 1 Common	1 car
1 1/2" No. 1 Com. & Btr.	1 car	10 1/2" No. 1 Common	1 car
4 1/2" No. 1 Com. & Btr.	1 car	12 1/2" No. 1 Common	1 car
6 1/2" No. 1 Com. & Btr.	2 car	16 1/4" No. 1 Common	1 car
8 1/2" No. 1 Com. & Btr.	4 cars	14 1/2" No. 2 Common	1 car
10 1/2" No. 1 Com. & Btr.	3 car		
12 1/2" No. 1 Com. & Btr.	2 car		

White Ash Our Specialty

John M. Woods Lbr. Co.

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S.P. COPPOCK & SONS LUMBER CO.

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Quartered Oak
a Specialty

Hardwood Lumber

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All Our Logs Are Like These

*These fine white oak logs grew five miles
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Straight or Mixed Carlots

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Quartered Red and White
OAK

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ALSO PLAIN OAK AND ASH

We manufacture all stock carried

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FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

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Pierson-Hollowell Lumber Co.

SUCCESSORS TO
EEL RIVER FALLS LUMBER CO.

Manufacturers and Wholesalers
HARDWOOD LUMBER

We specialize in Indiana

WHITE OAK	WALNUT	HARD MAPLE
RED OAK	CHERRY	WHITE ASH
HICKORY	BEECH	SOFT ELM
SOFT MAPLE	CHESTNUT	POPLAR

Write for Our Prices

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INDIANA HARDWOODS

HARDWOODS HISTORY

SPECIALS

Attractively Priced For Prompt Shipment

4/4 Log Run Hackberry.....	50,000
6/4 No. 1 Com. & Btr. Hackberry.....	12,000
12/4 No. 1 Com. & Btr. Hackberry.....	13,000
6/4 Log Run Pecan.....	40,000
6/4 Log Run Hickory.....	22,000
4/4 Softwood Boxing.....	70,000
5/8 Softwood Boxing.....	50,000
5/8 Log Run Sycamore.....	70,000
5/8 Log Run Elm.....	50,000
4/4 Log Run Elm.....	150,000
6/4 Log Run Elm.....	25,000
8/4 Log Run Elm.....	50,000
10/4 Log Run Elm.....	40,000
12/4 Log Run Elm.....	30,000
5/8 Log Run Sap Gum.....	180,000
10/4 No. 1 Com. & Btr. Ash.....	70,000
12/4 No. 1 Com. & Btr. Ash.....	60,000

This lumber is all dry, band sawed, edged and trimmed and can be shipped promptly.

We specialize in

Kraetzer Cured Gum 5/8 Lumber

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NORTH VERNON, INDIANA



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Indiana White Oak
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

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Mfr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

RUSH COUNTY

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"GARDEN SPOT OF INDIANA"

We have them in dry Band Sawn Stocks of excellent thick Hard Maple, Soft Elm, Ash, from 4/4" to 12/4" thicknesses, Plain red and white oak, and Quartered white oak in 4/4" thicknesses, and Basswood, Poplar, and Hickory in 6/4" and 3/4" thicknesses.

We manufacture dimension Crating in large Quantities of thin stock

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 $\frac{3}{8}$ x random widths 18" long to 71" long
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This stock is so manufactured, in cutting out defects, as to make a first class crating material, especially adapted for use in Furniture Factories.

We have several carloads now ready for market.

Please send us your inquiries

Reynolds Manufacturing Co.
RUSHVILLE, INDIANA

We operate

FOUR BAND MILLS

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QTD. WHITE OAK	ASH	POPLAR
QTD. RED OAK	HICKORY,	WALNUT
PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

Can furnish you highly satisfactory stock at the right prices

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Lumber and Veneers

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

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Oak Flooring

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The Brand of Quality

25,000,000 Feet

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 Rock Elm, Soft Elm,
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SPECIALISTS IN KILN DRIED STOCK

THE
Bigelow-Cooper Co.
 BAY CITY, MICHIGAN



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Vol. LII

CHICAGO, NOVEMBER 25, 1921.

No. 3

Review and Outlook

General Market Conditions

EVENTS ARE SHAPING THEMSELVES WITH INCREASING RAPIDITY in the lumber markets, major features being the solid stiffening in values and apparent reaction of lower grade hardwoods to the activity in uppers. Many reams of paper have been used to show that one's reckoning of today is based on a new set of conditions, but in the final analysis it is found that business is governed still by just those relations between available supply and visible demand, which since the bartering of the stone ages has determined how rapidly and how satisfactorily goods shall sell. Seriously impaired stocks in firsts and seconds could not but cause an effort to cover on this grade, which in turn greatly stiffened the selling market with such further spread in the grade differential that common soon began to look good to many people. Simultaneously such industries as habitually are low grade users have developed increased signs of life and the resultant effect has been to clearly bring common lumber to the point where it can seriously be considered in company with its more aristocratic companion.

One can but be impressed with the solid definiteness of the current improvement in hardwood markets and with its legitimacy. There is no false note in the current metamorphosis. In fact, it might almost be said that the erstwhile depression smacked more of an artificial inspiration. The depression continued in increasing intensity in spite of an underlying strata of favorable facts and growing optimism. The improvement on the other hand refused to come out in the open until compelling economic combinations forced it.

In examining the promise of the future, the observer is naturally prompted to observe all such symptoms as may come within his ken. Thus it is well worth a measure of anyone's time to analyze the activities within the big city department stores. A few months ago such a trip would cause a sensation of utmost depression. We were being told that there was no longer any buying power left among our people, therefore no retail selling. The truth of the matter was, as this column pointed out at the time, that though buying power was reduced that reduction was not serious in extent and that actually the country was accumulating a tremendous reserve in buying ability that would be released only by liquidation of retail values. It took a long time for retailers in most lines to see that and in fact today there are still

recalcitrant merchants who have not realized that they are making themselves obnoxious through adherence to unhealthy and unholy price tags. But liquidation has been accomplished in a large proportion of cases, at least, to the point where the ground hog dollar again finds that he casts a shadow big enough to make it worthwhile to hang around a bit and see how things go. So in the big retail stores there is a quantity of genuine buying that is actually moving goods in volume. The obviously high priced articles are being left largely alone, but evidences of honest pricing are bringing out the reserve buying power in impressive fashion. HARDWOOD RECORD believes this to be a most satisfying sign for such successful selling applies as well to furniture and similar lines of wood fabrication as to more commonplace merchandise. Doubts have arisen as to whether or not the improvement extant had sufficient vitality to survive the anticipated mid-winter dullness. Retail buying has thus far improved without the favorable influence of Christmas trade. This latter factor is now coming in also and with but a continuance of what is now anticipated, retail sales will by the end of the year have piled up enough potential orders for the manufacturers to easily bridge what might well have been a dangerous chasm.

There is probably no necessity for tabulating the causes of these desirable effects. Business is good with many lines of importance in hardwood consumption. The furniture men are happy under an accumulation of from four to six weeks' orders. Housing is steadily improving in an unostentatious way, but in considerable volume. The movement of flooring is an excellent mark of this activity. Some items of flooring are now almost unprocureable and it has now reflected back to the lumber. Flooring, maple, for instance, is getting scarce. Other encouraging influences are getting underway among which are some fine orders and pleasing tenders from the railroad companies.

All these facts on the buying end are working out without any perceptible change in production. Stocks which a few weeks ago were merely badly assorted, are now thoroughly combed over. It is true that the amount of potential underproduction has been reduced by the improved market, but this power can not come into effect for many months.

The only visible sign of peril, and at that it will be a peril of purely psychological origin, lies in the mid-winter dullness which is inevitable. Already, in fact, there is some slight evidence of interruption to purchases because of inventory considerations,

and as the new year advances this must be felt more and more. Also, while some buyers have gone rather heavily into the market, it is not likely that there has been any real overbuying. HARDWOOD RECORD would like to interject a little warning on that score. On the other hand it certainly behooves the lumber trade to keep the hardwood market under control. The goose of golden egg proclivities is not the lusty bird she has been at certain times in the past. Any abrupt and violent reaction upwards on the still rather delicate market may easily cause a corresponding convulsion in trading. Stabilization on a basis fairly calculated by new cost levels should be the goal of endeavor. In the meantime it would appear unwise to too greatly expand production until spring conditions are established.

HARDWOOD RECORD sees two phases in the immediate future: One the mid-winter slackness, and the other the wholesale resumption in early spring. HARDWOOD RECORD anticipates a certain amount of easing up during the inventory period, but does not look for any real softening in values. There isn't enough lumber in the country to make this probable. At the same time HARDWOOD RECORD is firmly convinced that conditions are even now making for a splendid showing in the spring. In the meantime those who will need lumber in the early new year had best look over the markets at an early date.

A Vindication of Open Competition

ALL ENTERPRISING, INTELLIGENT AMERICAN BUSINESS MEN, but, of course, particularly the open competition plan membership of the American Hardwood Manufacturers' Association, have no doubt been greatly heartened by the decision of Federal Judge Carpenter of Chicago in the "linseed oil case." In this decision Judge Carpenter recognized the fact that it is neither just nor necessary for the courts to insist that modern American business be conducted with the same ponderous ignorance that characterized medieval commercial enterprises. Seeing that the world has advanced, he was willing to concede that American business practice had every right to advance with it. "In order to obtain efficiency in business, as well as in any other human activity, it is necessary to have reliable, immediate and adequate records," Judge Carpenter said. "With the progress that has been made in the last century it is not to be expected that business alone stood still.

In the old days when at noon the business men of the community met in the village blacksmith shop, or in the evening met at the corner grocery, a man was supposed to carry in his head all the facts in regard to his business and never disclose them to a competitor. Adequate systems of accounting had not been devised. Overhead as a cost element in operation was unheard of. Business was run by the rule of thumb. Such days have gone by. The commercial enterprise today which is not so managed that its head can at any time know how large is his stock, the volume of his sales, the cost of operation, and the amount of his profit and loss, sooner or later will be distanced by his competitors.

It is because business is so much more complex, the volume so much greater, the margin of profit on single transactions so much less, that the merchant of today must have at instant command reliable and adequate information, immediately to be secured and more or less permanent in form. *Business is no longer a game of chance, but a matter of scientific calculation.* (The italics are our own.)

The case in which this decision was rendered was one strikingly

similar to the hardwood case, virtually identical issues being involved, and it is indeed regrettable that the same thorough comprehension of economics was not present in the decision rendered at Memphis.

Judge Carpenter reveals throughout his long decision a remarkably deep and firm, almost an inspired, grasp of the needs of modern business, refuting completely and in convincing detail the assumption of the Department of Justice that the exchange by business men of price and other information of their trade is a self-evident proof of conspiracy to fix prices and restrain trade in violation of the Sherman anti-trust law. He refused to admit, also, that a co-operative endeavor of this nature of necessity eliminates competition in a trade group. Concerning this point the Judge reasoned in this wise:

Every producer or merchant desires to obtain for his goods the highest price he can get. The price which he charges is always the highest which he believes the traffic will bear. He can not charge ordinarily more than his competitors. His competitors' price fixes the point above which he can not go. When the merchant fixes the price at the level of his competitors he is fixing it in competition with his rival just as much as though he named a lower price. The competition of his rival has prevented him from charging a higher price.

If, on the other hand, he finds that he can not move his goods at the price fixed by his competitors he will naturally lower the price, and this will establish a new level. This is the essence of what constitutes competition.

Judge Carpenter also refused to regard as evidence of law-breaking the fact that the exchange of prices by the linseed oil producers tended to stabilize prices. The statement he made on this score is remarkably pertinent to the hardwood case. He said:

But it is charged by the government that the defendants themselves claim that the effect of the Bureau was to stabilize prices. That is to say, as a result of accurate and instant knowledge on the part of producers, the price of linseed oil instead of varying sharply from day to day, as shown by the sales made, assumed an average price without deviations. If these deviations before had been the result of real competition, based on accurate knowledge by the producers of the real market conditions, then the government is far from sustaining its contentions. The defendants, however, have shown, and their evidence is uncontradicted, that the deviations before existing were caused by the individual producers endeavoring to meet prices of their competitors which had never been made; and it is common in the trade for buyers to make false representations as to prices made by other producers. Surely such a condition is not one which the Sherman Act aims to foster?

In its entirety a stronger defense of the hardwood case could hardly be written than the decision which Judge Carpenter rendered in the linseed oil case. In its broad effect he re-established the American principle that "every man is presumed to be innocent until he is proved to be guilty. Logic which assumes that because there is an opportunity to fix prices, therefore, prices are fixed, is contrary to the genius and theory of our law," he said. "If the Armstrong Bureau (the bureau which handled statistics for the linseed oil crushers) is to be dissolved merely because it affords an opportunity for the members to fix prices, then this court, with equal propriety, could be asked to dissolve any lunch club where business men meet. This theory hardly warrants discussion, and I would not mention it had I not been gravely urged in this case, that such was the underlying thought of the prosecution."

About this point in the decision, Judge Carpenter had also said:

The court should not construe the acts of the defendants to be illegal when it can, with equal facility, ascribe them to an innocent intention.

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Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.	
Entered as second-class matter May 26, 1902, at the postoffice at Chicago.	

Cost of Southern Hardwood Lumber

Average Expense of \$27.97 Is Incurred in Manufacturing and Selling a Thousand Feet of This Product, Says Report

It costs today an average of \$27.97 to manufacture and sell a thousand feet of hardwood lumber in the South, according to a report submitted by a special cost committee at a meeting of the Southwestern Hardwood Manufacturers' Club in New Orleans on November 10. This committee based its findings on the operation of a single band mill, sawing approximately 30,000 feet of logs per day on the Scribner-Doyle rule scale. The committee was headed by C. H. Sherrill of the Sherrill Hardwood Lumber Company of New Orleans and included in its membership W. B. Morgan, John Deblieux, Frank Gadd, J. M. Thompson and Percy Bass.

The committee was appointed last July 14, but has been delayed in making its report in order that it might satisfy itself that the report would not be in violation of the Sherman Anti-Trust Law. The investigations that finally convinced the committee that it was safe to go ahead naturally took some time. But further than this the statistical work that it was necessary for the committee to do was considerable and occupied a great deal of time.

The report, in all its essential parts, follows:

Logging.	Average cost per M feet	
Cutting timber	\$.80	
Skidding to track.....	1.75	
Teaming from turn around to half mile.....	\$2.44	
Teaming from turn around to mile.....	3.25	2.84
Loading on cars.....	.46	
Logging spurs per mile over average ground for two miles....	.80	
Transportation to mill, average five miles.....	1.75	
Other logging expenses.....	1.00	
Total cost delivering logs to mill.....	\$9.40	\$9.40
Manufacturing, Yarding and Loading.		
Sawmill	\$3.25	
Drayage from mill to stack.....	.45	
Stacking .....	.50	
Yarding (foundation, tramways, cleanup).....	.35	
Shipping (including inspection).....	1.51	
Other expenses .....	.85	
Total manufacturing and loading.....	\$6.91	6.91
Stumpage	5.00	5.00
		\$21.31
Office, wages and expenses.....		
Selling expenses	\$.71	
Administrative and general expenses.....	1.25	
Depreciation	1.90	
	2.00	

Insurance .....	.55	
Taxes .....	.25	
	\$6.66	6.66
		\$27.97

You will note that this makes a total of \$27.97, and that it does not include interest on bonded debt or other interests. At first thought you may rebel at the idea of these figures for manufacture and disposition of hardwood lumber, and will no doubt require serious thought and detailed figuring to apply to your individual case.

This cost will vary according to all conditions that affect costs, and with particular reference to the scale of wages employed, and for your further information we attach herewith a scale of wages which was used as a basis to arrive at the figures named above. These figures may be too low in some instances and may be too high in other instances. They, likewise, may apply today and again in 60 or 90 days, or six months be entirely out of line, but this report we hope will help to set up some idea of what the cost should be for the average operation in the manufacturing of hardwood lumber on a log scale basis of approximately 30,000 feet per day.

We have noted that the Southern Pine Association cost statements for August, reporting on 89 mills, gives an average of \$21.65 for the month named.

Wage Statement

Foreman, \$8; sawyer, \$7.50; filer, \$8; edger, \$3.50; trimmer, \$3.50; block setter, \$3.50; doggers, \$2.50; oiler, \$2.50; fireman, \$3; watchman, \$2.50; millwright, \$5; derrick man, \$3; tong hooker, \$2; slasher sawman, \$2; butting sawman, \$2; dock men, \$1.75; chain men, \$1.75; lumber stackers, \$2.50; yard labor, \$1.75; yard superintendent, \$6; lumber inspector, \$6; woods superintendent, \$6; log team drivers, \$3; engineer (locomotive), \$5; brakeman and track men, \$1.75; common labor, \$1.50; loader man, \$5; track foreman, \$4.

The tone of the meeting was optimistic and it was brief and almost devoid of speeches. Among those who made brief talks were W. B. Morgan of the S. T. Alcus Company, New Orleans, Mr. Sherrill, C. J. Coppock, president; Tudor B. Carre, Phil Lanier and J. E. Rhodes, secretary-manager of the Southern Pine Association, who told the club that the upward trend of the lumber market is a permanent movement.

Reforestation Impractical in Delta

To the hardwood industry the most interesting phase of the hearing held by the National Forestry Policy Committee of the Chamber of Commerce of the United States in New Orleans on November 14 and 15, for the southern territory, was the statement made by J. M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, Memphis, which may be taken to give the viewpoint of the southern branch of the hardwood industry.

The meeting was presided over by David L. Goodwillie of Chicago, chairman of the committee, who engaged in a lively tilt with Mr. Pritchard because of a misunderstanding, which at the beginning of Mr. Pritchard's statement placed him in the light of being hostile to reforestation work. This, however, was cleared away when the witness made it plain that the hardwood industry represented in the South is not opposed to the principle of reforestation, but instead approves of it, insisting, however, that

it must be handled in a sane, practicable manner and with due regard for the rights and privileges of private owners of timber.

Mr. Pritchard prefaced his remarks with the explanation that he was expressing his individual views on the subject and that his organization had not as yet formulated any views as a body. In part, he said:

As a lumberman, I feel that the country as a whole owes the Chamber of Commerce of the United States the deepest gratitude for undertaking the important work of trying to formulate a national forestry policy and we should feel particularly grateful to this committee and to its chairman for the energy and vigor they are displaying in the task which has been assigned them.

The question of reforestation, as I see it, depends first of all upon the tax problem. Any scheme of reforestation, to be worth while, must pay. That is, as a bare business proposition, it must command itself to the lumbermen. I deplore the unfair publicity we have been subjected to in recent times for the part we are playing in cutting the country's forest resources. Much of this has the effect of placing us in a decidedly bad

light with the public. We are pictured as ruthless destructionists. As a matter of fact, the trees were put here by nature to be manufactured by man for his use and it has simply fallen to our lot to do the butchering. But even the hostile sentiment being built up by this unfair publicity cannot bring about the writing of mandatory laws upon our statute books requiring us to reforest, if to reforest our cut-over lands does not pay. The committee should understand the lumbermen of this section are not opposed to wise reforestation and conservation laws suitable to take care of the future supply of timber, but we feel that the public should pay for this work and not the lumbermen. The committee should, we feel, be careful in making its report, not to propose any plan which shall include as a feature the *penalizing* in any way whatsoever of the lumber manufacturers, as if they have been all these years committing some heinous offense, for which they must offer up their pound of flesh. In searching over the various progressive reforestation plans of Europe, nowhere will the committee find that their laws have proceeded upon any *penalty* theory nor upon any theory that did not regard the work first, last and all the time, as a strictly *paying* proposition. We—that is, the hardwood contingent, at least, of the industry—respectfully urge upon this committee the justice of the various European plans in these respects.

Mr. Pritchard submitted that while soft wood may be grown to merchantable proportions within 30, 40 or 50 years, such was not the case with hardwoods, except, perhaps, walnut, probably the most valuable of the hardwood species. This, he admitted, might be grown to merchantable proportions within, say, 40 years.

He gave it as his opinion that so far as most of the hardwoods are concerned, reforestation on a big scale is "impracticable." He stressed the point that on nearly all of the rich alluvial land throughout the Mississippi valley reforestation is not even desirable for the reason, as he stated, that it proves much more profitable to convert the denuded land, with its luxuriant soil, into plantations than to strive for half a century or more to re-grow the hardwood timber. Such, he stoutly maintained, would be a grave economic mistake. It had never seemed to the hardwood people, Mr. Pritchard declared, that the major premises upon which

most arguments for reforestation have heretofore proceeded have been correct. He reiterated his demand that the manufacturers be not penalized for past performance; that if they are forced to take any steps whatever on the subject they be given evidence in advance that their efforts would pay; expressed grave doubts as to whether or not the proposed legislation would be advisable, and claimed that the question would in time do much to solve it—self through a much closer utilization of the forest products as they daily become more and more scarce.

"Do you, Mr. Pritchard, think the hardwood people can make their industry permanent?" queried Dr. Hugh P. Baker, vice-chairman of the committee.

"I do not," was the frank, blunt answer of the witness. "Moreover, I do not think it economically advisable for them to try to do so," added Mr. Pritchard, "in view of the fact that their denuded land, which in our section is practically all alluvial and very rich, is extremely valuable for agricultural purposes."

When Dr. Baker asked the blunt question as to whether or not the hardwood people had any further interest in the timber resources than merely to cut them out and "get theirs without ever a thought of the future," Mr. Pritchard emphatically asserted that as far-sighted Americans they as well as all others felt the utmost solicitude over the outlook. Mr. Pritchard denied that the hardwood people are even indifferent toward reforestation and much less are they actively hostile. He again affirmed that in the Southern territory the soil is too valuable for farming to be devoted to regrowth of timber and that it was only in such case that the hardwood people had failed to boost reforestation, but that so far as other land less suitable for agricultural tillage and more suitable for re-growing hardwood trees is concerned he was sure the hardwood manufacturers could be counted on to a man to do their part in the great work of perpetuating the nation's timber supply.

Proposes Lumber Disarmament

Cleverly linking up his idea with that behind the great conference of nations now sitting in Washington, L. R. Putman, directing manager of the American Wholesale Lumber Association, recently issued a plea for "Disarmament in the Lumber Industry." Mr. Putman argues for the value of avoiding private quarrels and bickerings with the industry and presenting a solid front to the world at large. As a means of bringing about this happy situation he proposes "the establishment of an institute, similar in character and scope to the institutes of the oil, steel and packing industries." He would call this "The American Lumber Institute."

Pleading for peace within the lumber industry that it may maintain the confidence and respect of the public Mr. Putman says:

Now it isn't so important what we fellows within the industry say to each other. Especially can it be constructive if we confine our muck raking to our own branch of the business. But that doesn't seem to satisfy. We usually insist upon telling the world that the crooks, parasites and other undesirables have all flocked to the lumber industry and settled in the two branches other than our own.

It so happens that I have had an opportunity to herd with all three branches and I find some mighty fine people in each of them. I will reluctantly admit, however, that I have seen the feet of some of the humanly weak brothers in all branches slip.

Again I say—what have we arrived at? We have abused each other publicly until we have finally about convinced the Government and a large portion of our citizens that the lumber business has a monopoly on unfair methods and unprincipled men. We have spent hundreds of thousands of dollars fighting among ourselves but we kick like bay steers at giving up a few thin dimes to create a demand, build good will and educate the public on our product.

Mr. Putman states that in his "Disarmament Congress" he "would give each of the three branches of the lumber industry an equal voice," and he would have them "arbitrate their differences," just as his own association is now so successfully doing. "I would let all of the soap box orators and would-be economists feel perfectly at home," he says, "whether by spitting on the floor, writing on the walls or filling dictaphone registers. I would invite in all the

officers and directors of all recognized associations and let them go on record as to whether they were manufacturers, wholesalers or retailers. Some do all three and still keep out of jail, but at this Disarmament Congress we wouldn't want the Japs trying to speak for the Chinese; neither would we want to leave the interests of the Belgians to the tender care of the Germans. That's been tried, you know."

Such an institute as he purposes, Mr. Putman believes, could perform over a dozen valuable services for the lumber industry and do nothing but good for any branch of that industry. Among these beneficial services he names the following:

Cause all of those engaged in any phase of the lumber business to meet at least once a year and get better acquainted; Allow each branch of the business to get before the others, the important part that that branch plays in the industry; Allow the different branches to point out the shortcomings of the other branches and assist in correcting them; Exert a strong influence to wipe out the petty jealousies and animosities now existing between the different branches without any real cause; Discuss ways and means for increasing the use of the product in which we are all interested; Assist in standardizing the products we handle to the advantage of all concerned, including the public; Increase the value of the money being spent by the manufacturers, wholesalers and retailers in creating good will for themselves; Unite all branches of the business in their efforts to get a fair deal from the railroads, insurance companies, labor organizations, governmental agencies, and other national movements; Assist in working out a source of information pertaining to the production, distribution and consumption of lumber and wood products in conjunction with the Department of Commerce, so that all of us may conduct our businesses more intelligently and based upon facts rather than guesses or imaginations; Assist in keeping the public constantly advised as to the current value of lumber which I think is now greatly misunderstood by statisticians.

Such an institute or bureau could build an organization which could direct the general research, trade extension, advertising, promotion and publicity work for the whole industry and give detailed assistance to any individual, association or concern when called upon to do so in such a way as to increase the general efficiency and lower the cost of the merchandising of lumber and wood products throughout the country.

News from the National Capital

Oxholm Describes Service Offered by U. S. Lumber Division

A comprehensive report on the work that is being done by the Lumber Division of the Department of Commerce, showing its contact with the industry, its sources of information, dissemination of data, foreign trade list and exporters' index service, has just been made public by Axel H. Oxholm, chief of the Division.

The lumber industry of the United States in the past has been characterized by instability, because the output largely has been based on the domestic demand, which has greatly varied from one year to the other, Mr. Oxholm states. On this account it has frequently happened that the mills have been found with large surplus stocks on hand, often of a quality for which there has been no immediate demand in the domestic markets.

Some of the more farsighted lumber manufacturers have not depended entirely upon the domestic market, but have in past years built up a stable market abroad, thereby making it possible for them to maintain a more even production. Thousands of other lumber manufacturers have been desirous of following this procedure, but have lacked the necessary equipment and knowledge to handle an export business, because foreign requirements and methods of doing business vary in many ways from those prevailing in the domestic markets.

When the Bureau of Foreign and Domestic Commerce was reorganized on a commodity basis during the summer of 1921 a lumber division was established. In organizing the staff of this division the Department of Commerce stressed the importance of obtaining the services of men with practical lumber experience, both in regard to manufacturing and selling of lumber at home and abroad. In this way every question that comes up relating to the lumber export trade will be considered from a practical standpoint, having in mind the interests of manufacturers and exporters and requirements of importers. In order to define the specific services which this lumber division is in position to render the lumber industry, a short outline of its organization and principal functions is presented by Mr. Oxholm, as follows:

Before any definite plans were made for the operation of the lumber division a close contact was established with lumber men, lumber exporters, and lumber associations in every section of the United States. Specially valuable connection has been established with the National Lumber Manufacturers' Association, comprising the leading local associations in the country.

The Lumber Division perhaps offers its greatest assistance to the industry in its information service. Lumber reports are received at regular intervals from all of the Department of Commerce representatives abroad, namely, commercial attaches, trade commissioners, and special agents, stationed in the principal capitals and trade centers of the world, and also from several hundred United States consular officials in every foreign country. In addition to the regular reports that come in from these sources the Department of Commerce receives weekly cable reports from its foreign representatives regarding trade conditions and trade opportunities in the various countries. Furthermore, the Lumber Division receives every important lumber publication and has on file a mass of material relating to lumber conditions abroad. Through the Department's own clipping service is received articles of interest to the lumber trade in general, collected from every part of the world. Moreover, it is co-operating with other Government organizations, such as the Forest Service and the many geographical and technical branches of the various government departments. In this way the Lumber Division is kept posted in regard to every matter of interest in its work. The Lumber Division will also in the near future send out its own representatives to foreign countries to make a thorough study of lumber conditions of special interest to our lumber exporters.

All reports and information coming in to the Lumber Division are carefully scrutinized and digested by its different experts so as to make sure that the matter given out to the public is as reliable as possible.

Much of the information obtained by the Lumber Division is prepared for special articles in the lumber section of Commerce Reports. In addition to reports bearing directly on the foreign lumber trade and opportunities for the sale of American lumber, valuable and reliable in-

formation is given by the Government representatives regarding general conditions of indirect interest to our lumber exporters. The reports also contain information on construction projects, building activities, irrigation schemes, railroad construction, shipbuilding, etc., in short, any activity in which the lumber manufacturers may be interested and which eventually may afford an outlet for their products.

The Division will also endeavor to keep the lumber industry posted in regard to improved methods of manufacturing abroad, disposal of waste material, elimination of waste, etc. Special attention will be paid in the near future to the question of foreign experience in regard to trade marking of lumber for export, as it is realized by the majority of our lumber exporters that such practice would be of great assistance in maintaining a stable market in foreign countries and in securing better market conditions. Many articles are prepared for the press in order to give certain topics the quickest and widest publicity.

Referring to the special information service of the lumber Division, Mr. Oxholm says:

Any American concern may call upon the Lumber Division for special lumber investigations in foreign fields. Reasonable requests for information not on hand will be placed before the Government representative abroad in the form of a questionnaire carefully prepared by the lumber division. In special cases matters of importance will be handled by cable if the expense is justified.

A comprehensive file of information regarding conditions in foreign countries is on hand in the lumber division and many questions may be answered at once by the Division without having to refer to Government agents abroad, thereby saving considerable time.

The Lumber Division has on file hundreds of names of foreign concerns interested in American lumber and lumber products. These lists are now being revised so as to enable the division to go more into detail as to the character of the business of each firm listed thereon. It is the aim in the future to differentiate clearly between agents, importers and wholesalers to give information concerning the species of woods and wood products handled by each firm, and also to give advice regarding concerns specially well qualified to handle American Lumber.

The Lumber Division maintains a classified index of American lumber manufacturers and merchants interested in foreign trade, and supplies them with reserved and confidential information on foreign trade opportunities and trade lists and with other helpful data received from commercial attaches, trade commissioners, consular officers, and other official representatives abroad.

The distribution of the confidential information reserved from the "Foreign Trade Opportunities" announcements, the lists of agents and importers in foreign countries submitted by various trade representatives, the confidential circulars released from time to time, and other confidential and semi-confidential material received and prepared by this division is confined in general to American firms recorded in this special index. Information regarding the steps necessary to be placed on the exporters' index may be obtained from the lumber division upon application.

A comprehensive work has been started in collecting statistical information from all principal lumber exporting and importing countries in the world, so that our exporters in time will have a statement brought up to date from year to year, or in some cases, from month to month, regarding lumber production, export and import, in various countries and expressed in terms in current use in the United States. This division will also be able to furnish information regarding current prices for lumber abroad. Every month a statement showing our own lumber exports, covering the figures for the preceding month, will be published in the lumber section of Commerce Reports.

The lumber Division will also publish books regarding special foreign investigations, an exporters and importers' manual, an American lumber exporters' directory, showing the number of saw mills, giving detailed information concerning the output, species, etc.

In an endeavor to broaden the foreign market for American lumber the lumber division will in certain cases assist the American exporter in having special tests made in foreign countries regarding the qualities of American lumber. Work along this line has already been started in co-operation with other Government departments. In the case of exhibitions abroad, the lumber division is ready to co-operate with private enterprise in preparing the necessary data and material for such exhibits.

The Lumber Division, it was stated, will in many cases be able to assist American lumber exporters in the settlement of claims raised by foreign importers against American lumber.

Grades and Inspection of Lumber

By B. S. Warren

Purchasing Agent for Berkey & Gay Furniture Company, Grand Rapids, Mich.

I am going to take as a basis for this paper the lumber questionnaire which was recently sent out by the Purchasing Agents' Association. In the majority of cases in our district the questionnaire received prompt and careful attention and showed a great deal of thought in answering the questions; but in a good many cases it looked as though the answers were simply guessed at and many vital points were not answered at all by many members who use lumber. I believe that if we are to get any good out of these questionnaires they should be given very careful attention and each and every question answered.

It is undoubtedly generally known by the lumber buyers that the National Hardwood Lumber Association and the American Hardwood Manufacturers' Association have identically the same rules. These two associations finally adjusted the differences that existed between them by the Manufacturers' Association adopting the same grading rules as the National Hardwood Lumber Association, but each association still has its own inspection bureau and employs its own corps of inspectors, so there is still some difference of opinion existing in regard to the manner in which the inspectors for the two different associations use and apply the grading rules. This is bound to continue so long as there are two inspection bureaus and two corps of inspectors, and it seems only logical to me that, inasmuch as both associations have adopted the same inspection rules, they should have one joint inspection bureau and one corps of inspectors, as this would naturally tend to bring about uniformity, which we certainly all should want.

One question that was asked in the questionnaire was to note any grading rules that we have experienced trouble over. One reports "selects," and one reports "would not use American Hardwood Manufacturers' rules." Balance returning questionnaire answered either "no," or no answer at all. I believe that the grade of selects should be entirely eliminated in all woods, as it certainly spoils the grade of No. 1 common.

Selects are nothing more or less than the line boards of firsts and seconds and the upper part of No. 1 common. If there was too much objection on the part of the various lumber associations to the elimination of this grade, there should be some provision in the rules to protect the buyer, because under existing conditions the concerns who make a grade of selects still sell their No. 1 common grade as a grade of No. 1 common and selects, and in that way enter into unfair competition with the concerns who do not make a grade of selects. Therefore, if this grade is not eliminated, I believe there should be some clause embodied in the rules on the grade of No. 1 common which would make it necessary for a combined grade of No. 1 common and selects to contain at least a certain percentage of selects.

As far as I am concerned, I try to place orders with concerns who do not quote on the grade of selects, but include their selects with their No. 1 common and believe we get much better lumber. I believe the greater number of manufacturers today would welcome the discontinuance of the grade of selects. This particularly applies to walnut, mahogany, birch, gum and maple.

In the questionnaire, we were asked if there was any grading rules we consider especially fair to all concerned or rules we prefer in buying. Eight report National Hardwood Lumber Association; balance make no answer at all.

We also asked for any suggestions for betterment to rules, which was not answered by a single member.

With regard to the grading of oak, birch, etc., we were asked if

we felt that No. 1 common should permit of 3-inch widths. I do not know how serious a question this is with all buyers, but in our particular case we buy all our No. 1 common on own specifications, which as 6 inches and up wide. This gives us enough width, if this wood is used for core stock, to rip and take the wind out, when necessary.

It does seem that the 3-inch widths could be put in a new grade and used by flooring people or for other purposes, and it is possible we could get the lumber association to agree to do this.

The framing of rules to more adequately determine surface checks as a defect is a big question. If there are any suggestions that can be made as to how the rules might be framed to take care of this I feel the lumber committee would welcome such suggestions.

As regards the definition of sap as a defect in common grades of oak, would say that the inspection rules clearly state that bright sap is no defect in No. 1 common, and this rule has been in vogue for years, and I do not believe it would be feasible to make sap a defect in this wood, but this to my mind applies to oak only, and I do think there are some woods in which this should be more clearly defined, particularly in regard to red gum. This, you undoubtedly know, permits of sap to the extent that it will not prevent any boards from working two-thirds clear face cuttings. It would seem to me that sap should be eliminated in this kind of lumber.

I am personally opposed to making a great many radical changes in rules, for the reason that our inspectors, as well as the inspectors employed by the different lumber manufacturers, are, or should be, well acquainted with the present rules and thoroughly able to properly interpret them. I believe that the principal trouble, which causes most misunderstandings between the buyer and seller of lumber, is that the buyers are in a large measure responsible for themselves.

There are some concerns in the lumber business, particularly the wholesalers, who undoubtedly stoop to unethical and questionable practices to obtain business, but I personally believe that the great majority of sellers are men above practices of this kind. There is no doubt at all but what there is a certain class of lumber manufacturers who, when they find out just how lenient a particular customer may be on grades, make their prices accordingly, and the sellers of good lumber—people that do not resort to this practice, are just as anxious to have this practice eliminated as the consumer could possibly be; but, at the same time, if the buyer of lumber would think more of the quality they are getting and less of the price they are paying and would secure competent inspectors, the elimination of the type mentioned would soon come about naturally.

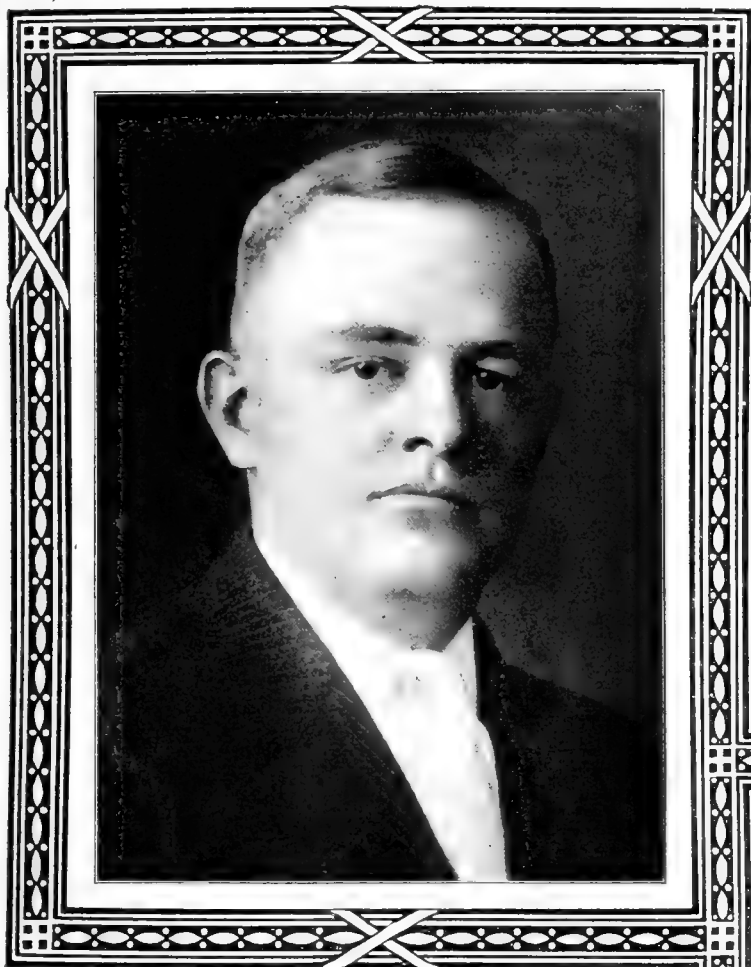
I would like to ask you how many times you have had a National inspector in your yard to go over a car of lumber. Do you ever stop to realize that any inspector can rise or boost grades on any car of lumber? Do you know that there are many buyers who buy lumber from concerns whom they consider reliable (and in a majority of cases they are) that do not put an inspector on the car? They have confidence in the concern from whom they are buying, rightly so in most cases, but the opportunity is there to ship grades that are easy—that a National inspector would not properly allow. Any time we get an idea that we are buying lumber cheaper than any one else, we should get a National inspector to go over a few cars and verify our judgment.

Another trouble, I believe, lies in the fact that with many of the concerns whom we represent the lumber inspector is not properly appreciated and the compensation that he receives in many

(Continued on page 22)

* Address delivered at the Annual Convention of the National Association of Purchasing Agents, Indianapolis, Ind., October 12.

Who's Who in Woodworking



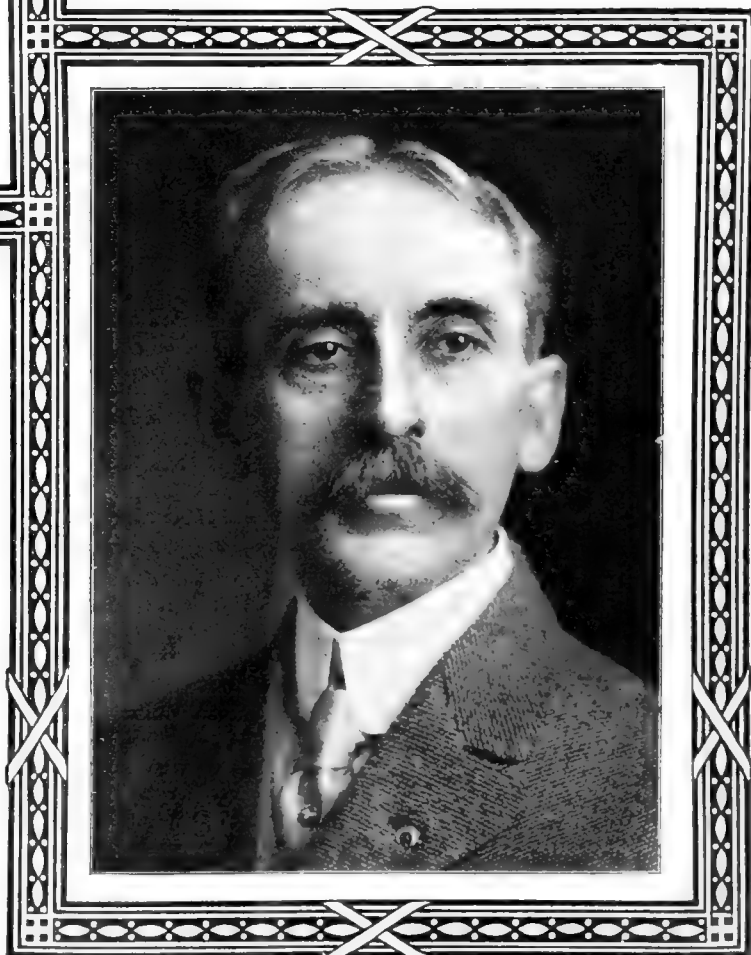
Ashton P. Derby

(Left)

*President and Treasurer
P. Derby & Co., Inc.,
Gardner, Mass.*

That Ashton P. Derby is one of the biggest men in the furniture industry goes without saying, because it is so strikingly attested by the fact that he is chairman of the National Council of Furniture Associations. But he would stand out as a large calibered man in any assemblage of big business men. He is quiet and unassuming, but he has brains and energy of a quality that inevitably lifted him to leadership in his industry. Mr. Derby entered the employ of the great chair manufacturing organization which he now heads in 1897. He became treasurer of that company in 1908 and on the death of his father in 1910, became president and treasurer.

In 1915 Mr. Derby was elected to the presidency of the National Association of Chair Manufacturers. This was the second year of the existence of that association and he is still its president. Mr. Derby became president of the National Council of Furniture Associations in 1920, the beginning of the third year of this organization.



J. A. Conrey

(Right)

*President Conrey-Davis Mfg. Co.,
and
D. L. Conrey Furniture Co.,
Shelbyville, Ind.*

The National Council of Furniture Associations considers J. A. Conrey one of its most indispensable parts. In fact, the association endeavors of the members of his industry would be greatly impoverished did Mr. Conrey not contribute his time and good sense so freely to the common welfare. Mr. Conrey is a born furniture man. He was brought up in the business by his father, D. L. Conrey. For a number of years he was a furniture salesman on the road and in 1885 organized what is now known as the Davis-Bively Table Company. In 1891 he organized the Blanchard Furniture Company for the manufacture of hall furniture. This concern is now known as the Campbell Furniture Company. He organized the Conrey-Davis Manufacturing Company in 1901.

Mr. Conrey has great faith in the value of co-operation to the members of an industry and for that reason has been active in promoting association work.

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New Yorkers State Forestry Policy Views

Resolutions endorsing the recommendation of Governor Miller of New York that a constitutional amendment be adopted to provide for the better protection and more profitable management of the forest resources of New York State were adopted by the Empire State Forest Products Association at the sixteenth annual meeting at Utica on November 10. The resolution said that while New York is not in need of Federal assistance in caring for its forest resources, the association would "approve co-operation in fire protection, timber census and research work when and as such co operation, in the judgment of the state, will be mutually advantageous."

The association resolved that it "approves the general principles for the physical study, protection and perpetuation of national forest resources and favors legislation to this end to the extent and no further; that the measure adopted be co-operative and educational and in no way infringe on the constitutional rights of private ownership, or by restrictive or mandatory statutes interfere with the free use, within the law, of private property or the policy and action of sovereign states."

The Federal policy creed, as laid down by the association at this meeting, follows:

1. Adequate protection of forests from injury or destruction by fire or insects.
2. The extension of public ownership of lands suitable for the reproduction of forest growths.
3. Land classification and a general forest survey.
4. Extensive reforestation of public lands and liberal inducement for private reforestation.
5. The liberal recognition of public responsibility commensurate with public benefit for the cost of forestry upon private timber lands.

The resolution was introduced by W. C. Hull, acting chairman of the resolutions committee.

In the discussion of a forestry policy, which preceded the introduction of the resolution, George N. Ostrander, president, reiterated his opinion that either the Snell or Capper bill would mean ultimate Federal regulation of private cutting practices.

Ostrander Re-elected President.

When the annual election was held Mr. Ostrander was re-elected, as was also Ferris J. Meigs, vice-president. The following were selected to serve as directors: Ernest A. Sterling, chairman; W. L. Sykes, Col. W. E. Haskell, John N. Carlisle, W. C. Hull and C. L. Fisher.

The last three named will constitute the executive committee of the board, with W. C. Hull chairman.

At the directors' luncheon W. L. Sykes was re-elected treasurer and A. B. Reeknagel as secretary and forester for 1922.

As chairman of the legislative committee Mr. Hull presented a report, which dealt with forest fire prevention, speaking of it as one "most vital to our interests and to the public," and recommending more drastic legislation and penalties for those who leave or start fires in the woods," it having been held that the carelessness of persons in the woods is probably the chief cause of forest fires.

"A forest fire," it was said, "may work greater damage in one year than can be made good by forestry in one hundred years."

Rules to Restrict Carelessness.

These suggestions for remedial measures were made:

In shortening the fishing and hunting seasons, forfeiture of license to fish and hunt for two years or more if found guilty of violation of law concerning forest fire; legislation which may make conviction easier by presumptive evidence; publication of penalties for violation of the forest fire law in the Syllabus of laws relating to fish and game; a questionnaire as to provisions of the fire law to be filled out by applicant when hunting or fishing license is obtained; compulsory instruction in fire prevention in the public schools.

Along the lines of reforestation one of the most interesting addresses made at the convention was that by Prof. S. N. Spring of Cornell University, who told "How the Forest Comes Back After Cutting." The gist of his paper was summarized for the hardwood type of the western Adirondacks on a typical tract as follows:

How the Forest Comes Back.

1. The forest comes back because seedlings and saplings are already present underneath in many parts of a mature and overmature stand.

2. Barred areas will be reforested if seed from a seed crop of the year just preceding logging has been shed over the area.

3. Where non-merchantable thrifty seed-bearing trees remain uncut these add seed to the exposed areas.

4. In respect to area the forest has come back abundantly in little openings and in small cleared areas ranging from a fraction of an acre to several acres. On land logged for merchantable pulpwood and hardwoods in 1920-21 an adequate stand of trees is assured from saplings and seedlings on the area with the possibility of additional seeding by trees left in logging. On an extensive area at Wawbeek cleared completely in 1902-3 and the slash burned in piles, a stand of useful species has come back. This stand is fairly well stocked and offers a comparison to the Oval Wood Dish tract where non merchantable trees were left. "What we can do with our forests," he said, "is determined by studies of this sort."

(Continued from page 20)

cases is not sufficient to induce the right kind of man with ambition to adopt this profession. I believe that a lumber inspector should be one of the best paid men in our institutions and should be a man of absolute integrity and fairness, as he probably has a greater opportunity than any other man in our employ to be dishonest. If we all would pay our inspectors what they are worth, and hold them strictly to National Hardwood Lumber Association rules, I believe a great deal of our trouble would cease, and when the shipper knows his lumber is rigidly inspected he will ship us better grades.

Lumber should be an easy commodity to buy, on account of standard rules which, if properly applied, should eliminate any difference of opinion between the buyer and seller and should insure our receiving the material we buy.

I have personally seen inspectors unloading lumber who are too tired or have not sufficient interest in their work to even turn a board over to see both sides, simply inspecting one side only. Do you realize that this lumber is dollar and cents to your house, exactly the same as the money in the cashier's department, and that your cashier is under bonds, while your dollars and cents going into the lumber yard are absolutely at the mercy of your inspector?

You have undoubtedly had the experience, as I have, along the

line of some of your people telling you that "so-and-so" has just purchased a quantity of lumber at a ridiculous price. This naturally causes you to investigate, and, in nine times out of ten, have you not found out that that low-priced lumber is worth just exactly what it is sold at, or less, and that in some cases it is sold to a concern whose inspector honestly or otherwise has taken in lumber that you would have turned down on the track and would not have accepted, as it was not up to National rules?

In dollars and cents, lumber and veneer are the largest items of purchase with the house that I represent and I am very much interested in any movement that this association may make that will

(Continued on page 26)

Who's Who in Woodworking

(Continued from page 21)

He was for two years president of the Federation of furniture associations and for thirteen years was president of the Central Bureau of Dining Table Manufacturers. During the War he was a member of the commission which represented the furniture industry. He is now chairman of the lumber committee of the National Council of Furniture Associations.

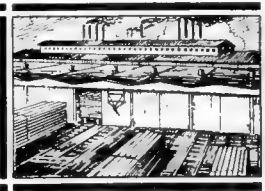
THE loss through degrading, the time wasted and the uncertainty of knowing whether or not the work was done right, which in former years attended transit kiln-drying, can be eliminated by use of the 500,000 feet capacity modern kilns of the Wood-Mosaic Company at Louisville, Ky. These kilns were designed and erected after many years' experience and exhaustive investigations. They are manned by intelligent and carefully trained operators. The results on the many millions of feet already dried have been scientifically checked and found correct. Under a very favorable transit arrangement a percentage of their capacity is offered to shippers who want to *know* that their lumber is perfectly kiln-dried. We offer our own stock, either kiln-dried in the same efficient manner, or properly air-dried in quartered and plain white oak, in walnut and in other hardwoods. Our sawed white oak veneers, sliced and rotary cut walnut, rotary cut yellow poplar crossbanding are just as carefully made and dried. The stock of both lumber and veneers still permits a good selection if you act soon.

WOOD-MOSAIC COMPANY
LOUISVILLE **INCORPORATED** **KENTUCKY**



YARD AND KILN

*A Section Intended to Promote Efficiency
and Economy in Lumber Drying~*



Advantages of Automatic Kiln Drying

**By F. J. Lillis*

The kiln drying of lumber at the mill and factory is as important as the banking of profits. Indeed, no small percentage of the expense item in many plants is chargeable directly to improper drying results. While substantial progress has been made in bettering drying practices, many thousands of dollars are annually being wasted because in many cases the impression still exists that extensive loss and degrade are an unavoidable evil, and therefore must be tolerated.

The three preliminary considerations to proper drying are temperature, humidity and circulation. The necessity for observing these three factors and a more general understanding of their operation is being gradually accomplished through education, and yet one frequently will encounter here and there striking examples of wrong practice in which these essentials are not given any recognition whatsoever. For instance, the manager of a large woodworking operation recently told the writer of a case which had come under his observation. At this plant a large battery of kilns was in use the year round. However, the lumber was packed into these kilns without reference to its species or condition of dryness and without sticks. According to the story told to the writer, when the kilns were piled full to the ceiling, the doors were closed and the steam valves opened wide. The temperature was then allowed to go where it might for one week, no more, no less, regardless of the lumber. Then the steam valves were closed, the doors opened and the process was finished. The informant told me that due to ignoring the three cardinal principles of correct drying, it is necessary to maintain a department at this plant to handle the scrap lumber for kindling wood and other similar purposes.

Now it so happened, according to my informant, that this system resulted from an unfortunate misconception on the part of a former employee of this company, who formed the idea (and carried it through), that a series of tightly built, concrete boxes, equipped with ordinary steam coils, would be adequate for all drying purposes. His error lay in the fact that his conception of the requirements of the drying art admitted the necessity of no major principle beyond the direct application of dry heat. Had he grasped the fundamental principles involved in accomplishing the work required, this man would undoubtedly have constructed a set of kilns of an entirely different nature.

Because of the very heavy investment, these kilns are still being utilized with resultant heavy loss, but when this company becomes satisfied that it has found kilns offering the proper requirements of circulation, temperature and humidity, which can be found in any of the recognized makes, then the further steps necessary for proper drying of lumber economically are very simple and can be expressed in the following formula: **Gradually removing the waste from the interior outward.**

Under its present arrangement this company has been trying to dry its lumber under just the reverse principle. It is almost impossible to safely depend upon the human element to gradually increase the temperature and at the same time gradually decrease the percentage of humidity (in any form of compartment kilns or charge kiln, such as the box kiln, pocket kiln, compartment kiln, tower kiln, etc., in other words, a non-progressive kiln). Each piece of stock throughout the kiln must be subjected to these

gradually changing conditions of heat and moisture during the entire seasoning or drying process, in order to produce perfect stock in a minimum time at a low cost, which result can be attained in only one way, namely, through automatic control and by means of a thermostat and humidostat combined, provided with clock work for automatically regulating the temperature and the humidity during any period of time desired.

Removes Previous Case-Hardening

A preliminary period of saturating the lumber is taken care of before starting the clock movement so that any case-hardening existent from previous air drying is removed. The stock is thus uniformly saturated, making possible the uniform removal of moisture later, furthermore, the stock thus heated affords uniform conductivity for the subsequent moisture removal, so that when thus controlled the moisture can be removed from the interior outwardly with certainty.

The next period of gradually decreasing humidity and increasing temperature is then made free from worry, without waste of material, time, labor or steam by means of this automatic controller, also thus preventing the defects and losses (that cannot be overcome in any other way) namely:

Case-hardening is prevented because by this method it is simply impossible for such surface hardening—due to the exterior drying first and preventing escape of the interior moisture, to occur, because this controller keeps the humidity and temperature changes both constantly in step with each other, always as required to remove the moisture of the stock from the interior of the stock outwardly. Otherwise resulting in interior strains causing honeycombing or warping of stock when resawed or shaped.

Cupping is also overcome by this method, which is the only sure way of securing uniform rates of drying, thereby achieving uniform shrinkage and preventing strains which might result in cupping and warping, even if such stock is of uniform moisture content when furnished.

Checking at the surface does not happen when this controller is used because there is no unequal shrinkage when the simple, dependable device automatically takes care of both humidity and temperature every second of the twenty-four hours it is in use.

The Wet and Dry Bulb method is used in connection with this automatic controller. That is, this controller is provided with two thermostatic bulbs, one of which is kept in a moistened condition in a very simple manner.

A wet finger feels cool if moved through the air and gives a good example of the wet bulb principle.

Evaporation requires heat and the wet finger consequently feels cool because of the evaporation of the moisture. Just as the stove is needed to supply the heat when rapid evaporation takes place in a boiling tea kettle, heat is likewise needed for the slower evaporation occurring at lower temperature as from the surface of the moistened finger. Therefore, the moisture of the wet finger is evaporating, that is—changing from liquid to vapor form “steals” heat from the finger. Advantage is taken of a simple natural law, such as this in the case of this time, temperature and humidity controlling device to get the resultant close regulation of humidity.

Both Wet and Dry Bulbs

The controller has both a wet and dry bulb as already mentioned. These thermostatic bulbs contain a fluid very sensitive to temperature changes and the merest tendency toward a higher or lower temperature. The dry bulb affords the means for keeping the air temperature inside

the kilns within the limits desired and is simply influenced by the temperature of the air. The wet bulb, however, is influenced by the amount of evaporation that takes place on its surface which is kept moist by water from a reservoir fed to said bulb by a wick.

The drier the air is, the more rapid does the evaporation proceed, and a greater amount of heat is, therefore, abstracted from the wet bulb; consequently the temperature of the wet bulb is correspondingly lower in comparison with the dry bulb.

The less dry the air is the more slowly does the evaporation proceed and a lesser amount of heat is, therefore, abstracted from the wet bulb; consequently the temperature of the wet bulb is correspondingly higher in comparison with the dry bulb.

Maintaining certain wet bulb temperature controls humidity, therefore it is only necessary to so increase or decrease the moisture supply that the wet bulb temperatures will correspond to the humidity desired at certain air temperatures. For instance, if a particular temperature and a particular humidity are wanted at a certain time within a kiln during certain days as follows:

Day	Air	Relative Humidity	Wet Bulb Temp.
Monday	140° F.	65%	125½° F.
Wednesday	150° F.	53%	128° F.
Friday	160° F.	46%	132° F.
Sunday	170° F.	40%	136° F.

then this controller maintains the required air temperature by regulating the heating coils and maintains the desired humidity by regulating the source of humidity, whether steam sprays, water sprays, or condensing coils, by a valve on the supply lines.

Changes Are Arrested

The tendency toward a change of temperature or humidity is overcome. In other words, if a kiln shows a tendency to go higher or lower than the dry bulb temperature for which the controller is set and is shown for instance by the "air temperature" column above by the controller automatically either reducing or increasing the heat supply similarly, if the humidity shows a tendency to go higher or lower than the corresponding wet bulb temperature for which the controller is also

set and in this instance as shown by the wet bulb column above, by the controller automatically either reducing or increasing the source of humidity.

The setting point of the controller is automatically shifted also, to take care of any desired air temperature or any desired humidity during any desired time period by means of a cam revolved by clock work.

The clock is so arranged to allow the cam to revolve once in any period time from twelve hours to twenty-seven days. By this arrangement, these temperature curves adaptable to a particular type of kiln can be supplied by cutting the cams to fit the temperature desired, as for example:

Minimum temperature	130° F.
Maximum temperature	190° F.
Minimum Wet Bulb Temp.	130° F.
Maximum Wet Bulb Temp.	160° F.

With these curves made a part of the controller, the only thing left to be desired is the length of time required to dry the material in the kiln. For example—If by any certain drying schedule a certain number of days is required to dry 4/4 quarter sawed oak having twenty-five percent moisture content, and according to this schedule the kiln should run on the temperature curves shown above in fourteen days. All that is necessary is to set the speed shift arrangement on fourteen days and let the controller do the rest.

Now, let's go back to the start of this narrative and suppose that this firm with the steam heated concrete houses who piles its lumber promiscuously in its dry kilns should utilize this money it wastes each month and try out the better types of dry kilns, it then goes further into the art of drying its material by an automatic controller, as just described. This will pay high dividends to the man who is broad enough to know that the human element and a dry kiln are not as dependable as one automatically controlled every second in each twenty-four hours.

A controller of this kind will not in itself supply the temperature nor humidity. It requires a heating plant for that. Neither will it cause perfect circulation in the kiln, but if these fundamental principles are not lacking, it will certainly give some wonderful regulation and control of time, temperature and humidity.

Suggestions Toward Improvement of Yard Drying Through Better Piling

By Carl J. Mural

(Continued from November 10 Issue)

Placing the pile so that its high face shall be exposed to the south and its low face to the north, the sun warmed air will enter at the high end of the ducts formed by the stickers between the board courses, and progressing it will become denser and heavier through cooling, in giving up some of its heat to the lumber, and still heavier by taking up some of the lumber moisture, and following the law of gravity it will readily pass on through the downward sloping ducts, and out at the north face of the pile, without interference to the air circulation in force, volume or quality of any adjoining duct on the side, above or below.

Investigation developed that under average weather conditions a space of one inch between the lumber courses will provide ample duct capacity for the volume of air necessary to absorb, under average temperature and humidity conditions of outdoor drying, all of the moisture attracted to the surface of the lumber, if the air traveled a distance of ten feet between adjoining courses of lumber, impelled by its gravity alone, when the courses were inclined 1½ inches per foot, and if there were no interference by adverse wind pressure. Ten feet, therefore, was the depth of the pile adopted as standard, with one inch (full) as the logical thickness of the stickers.

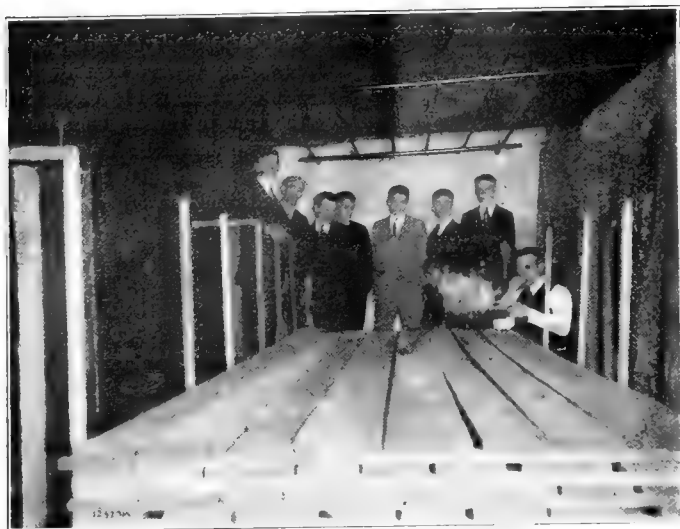
Here it should be stated that the one inch thickness of stickers, or the one inch height of air ducts will be quite sufficient for any thickness of lumber or planks. To increase thickness of stickers with increasing thickness of lumber is erroneous and unnecessary

because the air contact is with the surface of the lumber only, which surface remains the same per course, or top or bottom of the air ducts, regardless of the thickness of the lumber. Many piles of hardwood lumber, strictly green from the saw, 12/4 inch thick and boards laid edge to edge, in the manner described, have been carefully observed by the writer, and the edges were found in perfect condition after 18 months, free from stain, mold or slowness of drying. When shrinkage begins, and it starts long before the free moisture is out of the wood, an air space is formed between the board edges, gradually enlarging itself, and this proves more than sufficient for all requirements.

A good foundation is essential. This may consist of nine concrete blocks with proper footings to suit soil conditions to each pile. These foundation blocks should be spaced approximately as shown in the sketch, and each entire foundation should be prepared for 16-foot lumber. Shorter lengths can then be readily taken care of. Three 6"x8" pine timbers, placed east and west, over three of the foundation blocks form the lengthwise sills, and these in turn support a number of movable cross sills, placed north and south over same and kept from sliding by cleats attached to their south end under side, to rest against the lengthwise sill. These cross sills should be at least 4"x4" dimension, 10' 4" long and spaced to suit the thickness of lumber to be piled. Better too many than not enough. Lumber warped in drying remains so. It can be straightened in some cases but the expense is prohibitive. Over these cross

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Testing Circulation; Laboratory Method



Laboratory Expert Demonstrating the Smoke Test

One of the most difficult things in connection with the operation of dry kilns is to determine if the circulation of the air in the kilns is ample and thorough. Yet the circulation of the air in the kiln often decides whether the drying process is a profitable success or a costly failure. It is fairly simple for the operator to dry lumber well when there is a uniform and sufficient circulation, but when the circulation is bad no amount of fussing will accomplish satisfactory drying of his lumber.

The simplest way to find out whether the circulation is ample is to test all parts of the pile and see that the air currents are sufficient to supply the necessary heat and to carry away the excess moisture as fast as it leaves the lumber. There are numerous ways of testing circulation, but the easiest and most efficient method is that used by members of the November dry-kilning course at the Forest Products Laboratory, Madison, Wis. A dense white chemical smoke is produced by blowing air through a bottle of hydrochloric acid and then through one containing ammonia water. This smoke is no hotter than the air and is carried along by the circulating air through the pile and into all parts of the kiln. The speed, direction and uniformity of circulation can then be seen at a glance.

Representatives from the eight following firms are attending the November course in kiln drying and are making these tests:

Carrier Engineering Corporation, Newark, N. J.
Forest Lumber Company, Oakdale, La.
Jamestown Table Company, Jamestown, N. Y.
Jerome Hardwood Lumber Company, Jerome, Ark.
Western Cooperage Company, Portland, Ore.
Delaware Chair Company, Delaware, Ohio.
Geo. W. Smith, West Philadelphia, Pa.
Welch Kiln Engineering Company, Kansas City, Mo.

The next course is scheduled for January 16-27, 1922. Firms or individuals interested in the work of these courses should communicate with the Director, Forest Products Laboratory, Madison, Wis., for detailed information.

Polish Oak for Railway Ties

Poland has great supplies of oak timber suitable for railway ties, according to a report from Fayette W. Allport, secretary to the trade commissioner at Warsaw. Estimates place the available oak in the Vilna and Brzesc districts at 2 per cent of the timber ready for exploitation; in the Volhynia district at 12.5 per cent, and in Congress (former Russian) Poland at 3 per cent. Exports of ties (mostly oak) from Danzig for the first half of this year are

estimated at 15,000 to 20,000 carloads of 10 tons each. All these ties have been transported to Danzig by rail.

A decree of the Ministry of Industry and Commerce in September, 1921, prohibited the export of railway ties made of pine, oak and beech. It is possible, however, to secure permission for export from the Import and Export Bureau, Warsaw, under certain conditions. —U. S. Commerce Reports.

Big Freight Rate Action Started

West Coast Lumbermen's Association has started its long-deferred litigation for lower rail freight rates. The action promises to be one of the most important brought before the Interstate Commerce Commission since the general freight rate increase of 1920. It was authorized at a meeting of the governing board of the association in Portland on Friday, November 11.

In this suit the West Coast lumber industry will not only seek reasonable rates, but will also ask the Interstate Commerce Commission to authorize simplified tariffs in the place of the present complicated tariff structure involving 15,000 rates to all markets reached by rail.

The complaint cites that the continued existence of the lumber industry of the North Pacific Coast largely depends on the ability of the industry to market its products freely, and alleges that a substantial reduction in present rates is necessary to permit a substantial movement of lumber by rail.

The complaint further alleges that many of the rates on lumber and other forest products from the North Pacific Coast, in effect prior to August 25, 1920, were unjust and unreasonable, and that such rate discrimination was aggravated by the percentage increases of August 26, 1920.

Referring to the five voluminous tariffs involving more than 15,000 rates on which West Coast lumber and other forest products are now sold, the complaint alleges that this arrangement is unreasonably prolix and unnecessarily complex, imposing burdens alike upon the shippers and the consignees, in ascertaining the rates legally applicable to their shipments, and it further says that it is in public interest that such rates be consolidated and published in direct, plain, simple form.

Grades and Inspection of Lumber

(Continued from page 22)

assist me in procuring the best material at the lowest market price, and I suggest that we take up through our lumber committee, after proper discussion and being satisfied that we are right, the following items and work as an association for the elimination or addition of certain rules:

In the first place, try to get the associations to have one joint inspection bureau and one corps of inspectors, who will interpret the rules exactly alike.

The elimination of the grade of selects.

A request that all members of the association shall confine their purchases entirely to rules and interpretation of rules in accordance with the National Hardwood Lumber Association.

Change rules regarding 3-inch widths being allowed in No. 1 common.

Take up the matter of season checks being more clearly defined as a defect.

Take up the elimination of sap as a defect in such woods as the association shall determine.

Heavy Export Booking Made in Memphis

The American Overseas Forwarding Company has booked between 12,000,000 and 15,000,000 feet of hardwood lumber and forest products from southern sources for shipment to Europe during the past three weeks, and it says that demand is still quite active.

HOLLY RIDGE HARDWOODS

Branded HR

GUM OAK ASH ELM CYPRESS

THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

BAND MILLS
HOLLY RIDGE, LA.
ST. LANDRY, LA.
MONROE, LA.
MEEKER, LA.

BRANCH SALES
OFFICES
DETROIT, MICH.
BALTIMORE, MD.
KANSAS CITY, MO.
INDIANAPOLIS, IND.

HOLLY RIDGE LUMBER CO.

INCORPORATED

MAIN OFFICE

LOUISVILLE, KENTUCKY

Lumber Trade Customs

These "Customs" are established by decisions rendered by the Arbitration Department of the American Wholesale Lumber Association.

Wholesaler's Obligation to Ship in Time Agreed

THE FACTS: On April 12, 1921, a northern buyer sent an order to a southern wholesaler for a car of No. 1 Common Selects Plain Red Gum for shipment "at once." Seller accepted the order promptly for shipment "at once."

Then followed considerable correspondence during April and May wherein buyer repeatedly urged seller to make shipment and the latter repeatedly promised early delivery. On June 3 buyer wrote seller bringing specific attention to the long delay and insisted that quick shipment must be made.

Not having received invoice, buyer notified seller on June 15 that unless the latter gave him car number inside of ten days buyer would then purchase elsewhere for seller's account. Seller replied on June 18 bringing attention to numerous difficulties he had had with his mill connections in connection with the execution of the order, but that he would surely wire car number within the following week. Shipment was not made within that time and therefore buyer purchased car elsewhere at a loss of \$45.59, sending seller a bill therefor on July 6. Seller then advised that he had the car ready in accordance with previous promises and insisted that buyer accept same.

THE DISPUTE: The buyer contended that, having allowed the order to remain with seller more than sixty days, he had thereby given him ample time within which to fill an order for shipment "at once." Furthermore, that having given seller an additional ten days' grace, buyer insisted that he was well within his rights in purchasing elsewhere for seller's account. Therefore, buyer contended he should not be required to accept shipment from seller after June 25, and that his bill for loss incurred through replacement should be paid. Buyer furthermore contended that seller alone was responsible to him for proper execution of the order and that he was in nowise interested in or responsible for the difficulties seller might have had with his mill connections.

The seller's contention was that his mill connection suffered considerable delay in the execution of the order for causes beyond its control, that the stock called for in the order was very scarce in that section so that it was not convenient for him to secure same elsewhere and that, therefore, he should not be held responsible for the delay. Seller insisted that he had put forth a fair effort towards executing the order as originally contemplated and felt that buyer was, under all the circumstances, unreasonable in cancelling same, particularly after seller had finally succeeded in replacing it for early delivery. Therefore, seller contended that he should not be held liable for loss incurred through buyer's repurchase, nor suffer loss of profit through cancellation.

THE DECISION: It is held, first: There was no dispute as to the fact that the original contract called for shipment "at once."

Second: Buyer, having allowed seller a period of sixty days within which to make shipment, thereby gave more than reasonable consideration to seller on an order accepted for shipment "at once."

Third: Failure to ship within a reasonable time renders seller responsible for any loss thereby incurred by the buyer. Therefore, buyer, in purchasing elsewhere for seller's account, was entirely within his rights, he having waited sixty days for shipment and given due notice of his intention to take such action.

Fourth: That price paid by buyer in repurchasing the car, which was \$3.00 per thousand in excess of the original contract price, represented the fair market value of the stock in question at the time of repurchase.

It is therefore held, that seller should pay buyer the amount of loss incurred, \$45.59, as claimed, together with interest thereon at 6 per cent from July 6, 1921.

It is further held, that the seller in this case, being a wholesaler with access to many stocks of lumber at different mills, and with knowledge of the grades sold by them, did not show proper diligence towards making delivery within the time agreed upon. Failure on the seller's part to secure the material from one mill did not prevent his securing it from some other shipper, which seller should have done under the terms and conditions of the contract.

It is held further, that the prime function of the wholesaler was violated by the seller in this case, as the buyer is not responsible for the difficulties which may arise between a wholesaler and his mill connections. The wholesaler should fulfill his contracts regardless of conditions that may arise with his source of supply, unless the contract calls for the stock of a specific mill, and wherein due knowledge has been given the buyer as to the source of supply and the conditions under which such mill might operate.

Dispute Over Agent's Authority

THE FACTS: On May 24, 1920, a northern wholesaler purchased through his agent from a southern manufacturer two carloads of special cut stock. Shipments were made on July 22 and 27 and totaled about 20,000 feet.

On September 2 the buyer wrote his southern agent to ask the mill to enter order for two additional cars, inasmuch as his customer desired about

40,000 feet in all, only half of which had been shipped on original order.

On September 4 buyer's agent wrote buyer that he had already asked the mill to ship a third car on the original order in view of the very small cars shipped, and that the mill had agreed to do this. However, on the same date, buyer's agent wrote seller as follows:

"On this order you shipped two small cars of timber and we trust you are going to ship a third car to make up for the size of the cars you did ship. Will you please let us know if you have made this shipment, and if you wish we can give you an additional order for two small cars or one large car. Please let us hear from you right away."

Seller replied promptly as follows:

"Replying to your favor of the 4th, your order 6088-2489, wish to advise that we have another car now ready on this and will ship now in a few days. We will accept an order for two more small cars."

In accordance with this acceptance, buyer's agent issued a new order to seller for two additional cars, one of which was shipped on October 4, the other on November 2, 1920.

On November 6 seller shipped the third car on the original purchase. Buyer promptly returned seller's invoice for same, claiming he had never authorized the shipment. The car was then put in storage at destination for account of seller.

THE DISPUTE: Buyer contended, First, that he had never authorized his agent, who had been in charge of his southern buying office, to purchase the car in dispute, but only the other four cars shipped.

Second, that on and after July 1, 1920, the aforesaid agent was no longer in the regular employ of buyer and therefore not authorized to make any purchases without specific authority therefor.

Third, that seller, through failure to ship the third car promptly or before executing the second order, thereby indicated to buyer that it was not his purpose to ship other than the two additional cars authorized.

Seller contended, First, that buyer's agent gave him specific written authority on buyer's stationery to ship the additional car in dispute.

Second, that he was not advised of any change in status of buyer's agent with his principal, nor given any reason to doubt agent's authority to make purchases as formerly.

Third, that all cars applied on same order and amendments thereto; that no definite time of shipment was specified and that it was immaterial that he merely failed to invoice the first car shipped after September 4 on the original order instead of on the subsequent addition thereto.

THE DECISION: Held, First, that the agent's letter of September 4 to seller and seller's acceptance of September 7 constituted purchase and sale of the third car to be applied against the original order.

Second, That the act of the agent in the above was the act of the principal. Therefore, it is

Held that buyer should pay seller's invoice in full as rendered, amounting to \$693.63, together with interest thereon at legal rate from January 6, 1921.

Pertinent Information

Industries Make Heavy Demands on Hickory Timber Supply

Hickory timber, although held in seemingly vast amount by the forests of the country, may soon become insufficient to meet American manufacturing and woodworking needs. The increasing demand for this valuable species, together with the scattered character of its growth in the forest, has resulted in merchantable stands becoming more and more inaccessible and difficult to log.

The Forest Service, United States Department of Agriculture, puts the country's present supply of hickory, distributed through 200,000,000 acres of forests, at 15,784,000,000 board feet. Of this the central states have 6,791,000,000 feet, the lower Mississippi states 5,171,000,000 feet, South Atlantic and East Gulf states 3,183,000,000 feet, the Middle Atlantic states 412,000,000 board feet, the lake states 187,000,000 feet and the New England states 40,000,000 feet.

One of the uses to which hickory is put is the manufacture of spokes for automobile wheels. There are 320 motor vehicle manufacturers in the United States, and production in 1920 was 2,205,197 cars and trucks, of which, it is estimated, 80 per cent had wood wheels. The ten or twelve spokes per wheel of each car place the total number of spokes at more than 65,000,000. The yearly demand upon the hickory reserves by this industry alone is tremendous, as there is much waste in getting the select stock necessary not only for spokes but also the rims of wheels.

For the most part vehicle and agricultural implement industries compete with the handle industry for hickory and ash. These are located mainly in the middle west, but now derive most of their wood supplies from the south. A large number of far-sighted organizations purchased more or less extensive hardwood tracts some years ago, from which they are now able to draw at least a part of their wood supplies. To secure hickory, which grows scatteringly over large areas, the vehicle and agricultural implement industries originally maintained extensive buying, logging and milling organizations in the south. They draw upon every conceivable source—farmers' woodlots, small mills, large saw mills, and even specialized operations designed to secure hickory alone. These con-

(Continued on page 30)

sills then the lumber is piled and a line of stickers runs vertically over each cross sill.

Much depends upon the proper slope of the pile. The vertical distance, from the ground level to the under side of the cross sills on their high (south) end should be 28", and at their low (north) end 12". Their length should be 10' 4", as previously stated.

Have Plenty of Stickers

Aside from good foundations the best investment in a lumber yard can be made in a sufficient quantity of first-class stickers, cut to uniform width of two inches or a trifle less, and by all means surfaced on both sides to uniform thickness of one inch (full), and above all this a good system of spacing these stickers, in perfect vertical lines, with horizontal centers determined by the thickness of the lumber, and finally a reasonable amount of interested supervision to compel a strict enforcement of the adopted system of spacing and placing of the stickers.

As soon as completed each pile should be properly covered. In fact it pays well to cover any pile, complete or incomplete, if work is stopped on same for more than 24 hours. The covering should project well beyond all faces of the pile. A layer of stickers should be placed on the top course of the pile, and upon these the covering boards, resting on cleats which are placed crosswise of the stickers. Thus will be provided an air duct over the top surface of the top course of lumber. If possible the covering should be systematized and made uniformly sectional by cleating together a number of boards, care being taken to hold the aggregate weight of these per section within the reasonable limit of ready handling.

Pile Similar Lengths Together

In the described system as in any other system of piling it is very necessary to sort out the different lengths on unloading, and to pile up uniform lengths into separate piles. Even then a large number of board ends will project, and to save these as much as possible, it is necessary to make the west face of each pile perpendicular, the board ends brought flush to outer edge of the stickers and protected by the same, while the east ends of the boards are permitted to project beyond the line, if the boards are too long, since the morning sun heat is very much less effective than that of the afternoon sun, the maximum cumulative heat effect falling between 3 and 4 p. m. during the warm season.

In the more valuable grades board ends might well be painted on the same day when piled. The paint used, however, must be sufficiently heavy in body to completely close the spaces between have already developed due to end drying, and this paint must also the fibers due to rough sawing, and any small cracks which may remain reasonably elastic for a long time, regardless of exposure to the weather. Such a paint can be produced with little trouble, and it can be made less costly and vastly superior to some of the patent compounds offered for the purpose.

In general practice of endwise sloping piles it is customary to pitch the piles forward, sufficiently to prevent rain water from flowing down and into the front of same, and to enable rain water entering their sides to flow off. The writer has found this unnecessary with crosswise sloped piles, both, the south and the north, faces of which should be strictly perpendicular. A reasonable overhang of the roof will go a long way to keep out the rain, front and back, and the end stickers will keep out the water at the sides.

It may be properly stated that the foregoing detail suggestions are not merely based on theoretical beliefs, but are in fact quoted from actual experience with the described method of piling, as used by the writer in a large storage yard preceding the kilns in a war operation, this experience extending through a period of over two years, and sufficiently long to prove or disprove the assumptions and conclusions which prompted the writer to adopt this method of piling in his yard layout. A similar piling method has been used, to the writer's knowledge, by at least one southern lumber producer, but no data as to results are at hand.

There are occasions when it will be found desirable to slow down the drying in a pile, as with green southern low land oaks, or with American walnut, in heavier thicknesses or when cut to heavier



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dimensions, especially if piled during the warmer season, direct from the saw, having a high moisture content. In such case it has been found inexpensive and comparatively simple to regulate the drying effect of the air in regulating the volume admitted to the pile ducts by means of light screens, consisting of frames made of 1"x5" pine or spruce, properly cross-braced and covered with a good, tough building or roofing paper. These screens to be placed against the south face of the pile and there properly secured against stickers which have been tacked vertically to the front face of the pile, thus providing a one-inch space for the entry of the air. If this should prove insufficient double stickers may be used, increasing this space to two inches and more if found necessary. The north face of the pile will not have to be enclosed under any but exceptional conditions.

Properly constructed to standard size and carefully handled, such screens will last a long time and they will many times repay their cost.

Paper Screens Succeed

In the writer's experience such screens have also found other valuable use in protecting from all directions many complete groups of piles, each containing about 70,000 American walnut gunstock blanks, 2½" thick and having a moisture content of about 65 per cent when piled up. These were enclosed from foundation to roof with such paper covered frames, standardized to size, ten feet wide by fourteen feet high, tacked direct to the piles. Some of these remained in place for many months, and the very sensitive material thus enclosed was preserved with no loss, and far better than the same material from same source and in same condition of moisture content, which had been placed into elaborate frame sheds, constructed for the purpose at no inconsiderable cost.

In conclusion the writer must lay particular stress upon the necessity for systematic inspection by a competent inspector at regular intervals of each lumber pile in the yard, and a proper card system report of his findings, making efficient supervision of yard drying really possible.

There is no reason why we should lose track of the condition of valuable lumber placed into the yard, once it has been piled up to dry as it may, any more than we would if the same lumber had been piled directly into a kiln, when we surely would give it every care and attention.

Yard drying perhaps cannot be as fully controlled as kiln drying, but it can be intelligently influenced to a far greater degree than the interested parties have as yet realized, and considering the average cost of hardwood lumber, intelligent care and supervision in the yard will pay very substantial returns.

(Continued from page 28)

cerns in general carry in stock about a two years' supply of special-dimension stock.

New Book on Forest Mensuration

"Forest Mensuration," by Herman Haupt Chapman, M. F., Harriman professor of forest management, Yale University Forest School, published by John Wiley and Sons, Inc., 432 Fourth avenue, New York, contains a thorough discussion of the measurement of the volume of felled timber, in the form of logs or other products; the measurement of the volume of standing timber; and the growth of trees, stands of timber and forests. It is designed for the information of students of forestry, owners or purchasers of timberlands, and timber operators. The subject matter so treated is fundamental to the purchase or exchange of forest property or of timber stumpage, the valuation of damages, the planning of logging operations, and the management of forest lands for the production of timber by growth.

It is intended to be the successor of Graves' Forest Mensuration, and was undertaken at the request of the author, H. S. Graves, whose original text, Forest Mensuration, appearing in 1906, set a standard for textbooks in forestry and has been of inestimable value to foresters and timberland owners in America. The present text is not a revision of the former publication, but an entirely new presentation, both as to arrangement, methods of treatment and much of the subject matter.

Canadian Rule Omits Forest Products

The Southern Hardwood Traffic Association announces receipt of advices from the Canadian Commissioner of Customs and Excise that the present regulations governing the marking of freight shipped to Canadian points, so as to indicate the country of origin, do not contemplate that rough or dressed lumber or other forest products, shall be so marked.

Clubs and Associations

Evansville Club Meets December 13

The regular monthly meeting of the Evansville Lumbermen's club will be held at the New Vendome Hotel on Tuesday evening, December 13, and J. C. Greer, president of the club, and William S. Partington, secretary and treasurer, are looking for a large attendance as there are several business matters that will come up for discussion. John C. Keller, traffic manager of the club, will make a talk on freight rates.

Shipping Board to Issue Through Bills of Lading

Harvey L. Dickson, secretary of the National Lumber Exporters' Association, has just succeeded in concluding an agreement with A. J. Love, vice-president in charge of operations of the United States Shipping Board, similar to that which has been in force with the Atlantic steamship lines ever since 1907. This agreement provides for count of shipments of lumber and logs at the seaboard and for clean through bills of lading. Any variations from the tallies as recorded at points of origin found by the count at seaboard will be duly noted, but the bills of lading will no longer read "shipper's load and count," a proviso which has been the cause of much dissatisfaction and complications in the past. The conclusion of the agreement is regarded as of great importance to lumber exporters shipping through Atlantic ports.

Insurance Exchange Has Satisfactory Year

A meeting of the Advisory Committee of the National Lumber Manufacturers Inter-Insurance Exchange was held at the Chicago office November 18, at which were present the following members: F. C. Knapp, Portland, Ore.; Fred W. Reimers, Hammond, La.; W. A. Holt, Oconto, Wis.; C. F. Wiehe, Chicago, Ill.; Harry I. Himmelberger, Cape Girardeau, Mo.

Reports of conditions of the Exchange were very satisfactory as it was shown notwithstanding the heavy losses this year, which have all been paid as proofs were presented, that the surplus and reinsurance reserve of this Exchange exceeded \$200,000, credited to the accounts of the members and subscribers. Notwithstanding the reduction in average stock values of 50 per cent, average building values of 40 per cent and average value of machinery from 10 to 20 per cent over prewar period, it was gratifying to note that the business of the Exchange held up in such a satisfactory manner, owing to the unqualified support of all of its members.

Regret was expressed that C. A. Bigelow, chairman of the Advisory Committee of this Exchange, could not be present, owing to his extended trip abroad, from which he will return about December 15th.

Louisville Club Makes Joyes President

The Louisville Hardwood Club held its annual meeting at the Seelbach Hotel, Leather Room, on the evening of November 8, election night in Louisville. The meeting followed the usual dinner. Short reports were made by the secretary and treasurer, showing the general condition of the organization as satisfactory. Officers were elected as follows: President, Preston P. Joyes of W. P. Brown & Sons Lumber Company; vice-president, Harry Kline of the Louisville Veneer Mills; treasurer, re-elected, E. F. Devol of the Louisville Point Lumber Company; secretary, re-elected, J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association.

The meeting was attended by H. J. Gates and E. F. Devol of the Louisville Point Lumber Company, J. S. Thompson and W. A. Gates of the Southern Hardwood Traffic Association, George Wilcox of the I. B. Wilcox Company, Preston P. Joyes of W. P. Brown & Sons Lumber Company, Edwin Norman of the Norman Lumber Company, W. A. MacLean, W. H. Day and D. W. Lewis of the Wood Mosaic Company, Harry Kline of the Louisville Veneer Mills.

The various men present were called upon for talks concerning their own business and their opinions concerning general conditions of the lumber trade, movement, production, prospects, etc. The meeting was generally optimistic in tone.

In discussion of veneers it was held that veneers were not following the advance in lumber prices as they should, and that there was too much stock being quoted at prices that it could not be produced for today, in fact it being impossible to buy logs on the present market and cut them into veneers, and sell the product at a profit on the logs alone, without considering the labor and costs of production. It was explained that it is far easier for veneers to drop than it is to get prices back in line again, due to the large number of veneer manufacturers in the business today.

Export demand was commented upon freely, and it was held by W. A. MacLean of the Wood Mosaic Company that export demand was largely responsible for the present good conditions in the hardwood trade, as domestic demand if depended upon alone would mean that prices today would be at least \$10 a thousand under what they are.

Mr. Joyce later announced his committees to serve for the coming year, which were as follows:

Finance—Edward Devol, George Wilcox and W. H. Day.

Entertainment—A. E. Norman, Jr., Ed. Devol and J. S. Thompson.

Transportation—J. S. Thompson, A. E. Norman, Sr., and F. L. Davis.

Logs—H. J. Gates, W. A. MacLean and Harry Kline.

Lumber—W. H. Day, E. L. Davis and George Wilcox.

Cincinnati Plans to Welcome Exporters

More than 100 exporters are expected to attend a two days' convention of the National Lumber Exporters' Association, which will be held in Cincinnati at the Hotel Sinton on January 25 and 26. Arrangements for the meeting are being prepared by a committee consisting of J. J. Linchan, sales manager of the Mowbray & Robinson Lumber Company; W. J. Eckman, vice-president of the M. B. Farrin Lumber Company, and E. Barber of the Howard & Barber Lumber Company, all of that city.

Memphis Club President Speaks on Revenue Law

J. H. Hines, president, made a strong appeal to members of the Lumbermen's Club of Memphis, at the regular semi-monthly meeting at the Hotel Gayoso, Saturday afternoon, Nov. 12, for prompt and positive action in connection with the tax legislation now pending before Congress. He thought that, since business men everywhere are vitally interested in the income and excess profits taxes they have to pay, they should make themselves heard while this legislation is in the making rather than after it is completed. He favored adoption of resolutions setting forth the views of the club and sending copies of such resolutions not only to senators and representatives in congress from Southern states but also to other business organizations, with the request that they take similar action. The subject is now before the resolutions committee and it is not improbable that proper action will be taken before the next regular meeting of the club despite the fact that Mr. Hines failed to draw the response he felt the importance of the question should command.

Geo. C. Ehemann, chairman of the law and insurance committee, announced that George R. Christie, general manager of the Lumbermen's Reciprocal Association, Houston, Tex., would address the club Saturday, Nov. 26, on "Reciprocal Insurance." This is a subject in which lumbermen of Memphis are very much interested just now because of the withdrawal of so many of the "old-line" companies from Mississippi as a result of antagonistic tax legislation. A number of members have practically all the saw mill and timber properties in Mississippi.

Fleming Brown, teacher of the inspection class of the club, has resigned, according to H. J. M. Jorgensen, and has been succeeded by Mr. Stevens, of the Rush Lumber Company. Mr. Jorgensen so informed the club at this meeting. There are two of these classes in lumber inspection and they are doing excellent work.

Chris A. Walker, manager of the Memphis offices of the Louisiana Red Cypress Company, was elected an active member.

Club Inaugurates Trading Hour

Effective the 15th of the present month, the New Orleans Lumbermen's Club has established a regular trading hour from 11 a. m. until 12 noon. The trading hour is proving effective in bringing together a large number of buyers and sellers of lumber at the noon hour; one of the motives behind the directorate in deciding upon this feature of the club's activities as well as the value it has for the members.

With the Trade

Fire Damages Box Factory

On October 23 the Goessling box factory at Blair avenue and Mulanphy street, St. Louis, Mo., suffered a fire loss of about \$5,000. Sparks from this fire set blaze to a lumber pile in the Boeckler Lumber Company yard and caused \$100 damage.

White Takes Over Kundtz Plant

One of the largest hardwood plants in the Cleveland district, the Theodor Kundtz Cabinet Works Company, is passing. The company is now operated by the White Sewing Machine Company. The company proposes to vacate the property in Lakewood, adjoining suburb, where for the last 25 years the plant has occupied a 37-acre parcel in the heart of a high class residential district. The property has been held by contract though in recent years building ordinances have restricted the development of adjacent property to housing. The veneer plant and stocks will be moved to the company's central plant in The Flats, at the B. & O. tracks.

Creditors Buy Mill Equipment

Stock and machinery of the United Mill and Lumber Company, Cleveland, O., has been bought from the receiver by three leading creditors of that firm. The purchasers are the C. H. Foote Lumber Company, the Whitmer-Jackson Sash and Door Company and the Great Lakes Sash and Door Company. The move speeds a satisfactory settlement of the United's affairs.

E. L. Bruce Returns to Memphis for Holidays

E. L. Bruce, president of the E. L. Bruce Company, manufacturers of high quality oak flooring, who has been residing at the Ambassador Hotel in Los Angeles, returned to Memphis, where the company's general offices are situated, to spend Thanksgiving and the Christmas holidays.

Mr. Bruce has much to be thankful for on this particular Thanksgiving,

as his company enjoyed a busy year, both the Memphis and Little Rock, Ark., plants having been running full time and over to keep pace with the orders. Mr. Bruce is well pleased with the results of the year, and is looking forward with confidence to a bigger year to follow.

Company to Import Tropical Woods

The Tropical Hardwood Export Co., of which Charles B. Nelson is the head, with offices at 511 Canal-Commercial Bank Building, New Orleans, is to file papers of incorporation within the next few days, it has been announced. The company is to specialize in the importation of tropical hardwoods from the Central American territory, but it will also handle domestic hardwoods and pine lumber for the export trade.

Griffith Moves to Detroit

Edwin Griffith, wholesale lumber dealer at South Charleston, Ohio, specializing in hardwoods and dimension stocks, has disposed of his interests there and will move to Detroit, Mich., shortly, where he will engage in the lumber business at 303 Woodmere street. Mr. Griffith, who has a large following in the wood consuming industries, was formerly connected with the Keuhl Butcher Lumber Company of Detroit, before he engaged in the business for himself at South Charleston. Mr. Griffith also will represent the Farris Hardwood Lumber Company of Nashville, Tenn., in the Detroit and Ontario territory.

Cleveland Companies Rebuild

The East Cleveland Lumber Company and the Lake Erie Lumber & Supply Company of Cleveland, O., have started to rebuild their plants, damaged by fire some time back. In a few weeks these modern plants are expecting to be in operation. The Lake Erie suffered \$5,000 damage to planing mill and lumber, and the East Cleveland about \$100,000 to various buildings and stock.

York Opens Sales Office

The W. H. York Lumber Company, which has recently completed a thoroughly modern band mill at Tuckerman, Ark., has opened sales offices in the Randolph building, Memphis, in charge of J. D. L. Whitaker, a well-known hardwood lumberman of that city. The York interests have recently acquired the holdings of the Graham estate near Tuckerman, estimated to contain at least 50,000,000 feet of hardwood timber. W. H. York is in charge of operations at the new plant and is assisted in the management of the affairs of the company by his son, William E. York. The former was with the Anderson-Tully Company for some years.

Foreign Buyers Visit South

The Southern lumber belt, and more particularly New Orleans, has been favored with two visits of foreign buyers within the past fortnight that should be of general interest to the trade and, as a result of which, representative hardwood and other lumbermen in and about New Orleans are looking forward to a material bulk of business. One of the visitors were H. T. Grives of Robert Bruce & Co., London, Eng. Mr. Grives called on a large number of the hardwood exporters, sounding out the general trend of the hardwood business on this side of the Atlantic and actually placed quite a few orders, with the prospects that he will place many more later.

The other visit was by G. M. Gardino and Luigi Gatano of the Gardino Bros., lumber merchants of Genoa, Italy. They, too, spent several days visiting among the leading manufacturers and exporters of the Crescent City and other Southern cities, including Gulfport, Miss., Mobile, Ala., Pensacola, Jacksonville and other places, to ascertain "the lay of the land" in the lumber industry in America. They reported that both American hardwoods and Southern pine are going to be depended upon very materially in the rehabilitation of their war-stricken country, which is now practically denuded of timber resources and whose lumber needs are most appalling. Everywhere the country is desperately in need of more buildings and lumber is needed there for many other purposes, they reported. However, they were not very optimistic over the outlook for their country to buy a great deal of American lumber during the present unsettled condition of the foreign exchange and other troubled and troublesome financial and economic conditions obtaining, not only in Italy, but throughout Europe. But when conditions do loosen up over there, they said, the American manufacturers and exporters of hardwood and other lumbers, could look out for an unprecedented volume of business.

Production is being speeded up wherever practicable and as much as possible. Of course, it still remains incomparably below normal, however. The manufacturers of this section already are realizing keenly that even with whatever special efforts they may make toward production before the winter months set in with their logging handicaps they are going to be hard pressed to meet the increasing demand for the better grades of stuff during the winter and spring seasons. With this shortage, however, they are feeling more optimistic on the score of prices. The principal bulk of the demand just at present seems to be from the general consuming public, as contradistinguished from any particular big industrials. The orders are taking their natural course through the retailer, thence through the wholesaler and then from the manufacturer, with the result that the wholesale business, which suffered acutely for a time, is faring considerably better now.

Absolutely no hope is held out by representative hardwood manufacturers and wholesalers of the Louisiana, Mississippi and Texas territory for any activity in the market for the lower grades until a drastic reduction and readjustment of railway freight rates shall have been brought about.

Hardwood Man Back from Argentine

Among the passengers arriving on the Munson liner, Southern Cross, on its record trip north was F. C. Pogliano, representative in Argentine of the J. M. Card Lumber Co. of Chattanooga, Tenn.

"The market for American hardwoods is still favorable," declared Mr. Pogliano, in commenting on the business situation. "General business operations in Argentine are still at a low point but there are decided indications of improvement. The construction industry has been affected to the same degree as others but on the whole, it is in a more favorable position than many of the other industries of the country."

"Oak, ash, mahogany, beech, walnut, cherry and chestnut are the principal woods in demand and the market for these will be an increasing one in the future."

J. Frank Keith Dies In Texas

J. Frank Keith, pioneer hardwood and yellow pine manufacturer of East Texas, died November 6, at 2:30 at Beaumont, Tex., following an operation. Mr. Keith was born in Jasper, Tex., December 18, 1857, and entered the lumber business at the age of fifteen. At various times he was connected with Long & Co., Village Mills Company and Texas Tram & Lumber Company. In 1897 he organized the J. F. Keith Company, which was sold to the Kirby Lumber Company in 1902. He then organized the Keith Lumber Company, which is still in operation. He is survived by his wife, one son, Carroll Keith, superintendent of the mill, and four daughters.

Is Seeking Wood Carving Machine

HARDWOOD RECORD is endeavoring to locate a used or rebuilt carving machine similar to the Lochman Type made by the Curtis Machine Corporation, of Jamestown, New York. We would greatly appreciate hearing from anyone who might have such machine for sale, or knowing of such machine that may be available.

Du Bois Loan Over-Subscribed

Baker, Fentress & Co., Chicago, bankers to lumbermen, report an over-subscription for the one million dollars John E. Du Bois and the Du Bois Lumber Company eight per cent first mortgage bond secured notes. Also the \$500,000 Connor Land & Lumber Company guaranteed eight per cent first mortgage bonds. Particulars regarding the Connor Land & Lumber Company bonds will be found in another section of this issue.

Hardwood News Notes

MISCELLANEOUS

The Ft. Smith Body Company is a recently incorporated concern at Ft. Smith, Ark. Other incorporations are: The Clinch Valley Lumber Corporation, Tazewell, Va.; the City Lumber Company, Warren, O.; the Allegan Casket Company, Allegan, Mich.; the Charles H. Hall Lumber Company, New Horn, N. C.; the Phillips Land & Lumber Company, Dowagiac, Mich.; the Parkersburg Handle Works, Parkersburg, W. Va., and the E. Z. Box Company, Marshfield, Wis.

Wm. S. Whiting Company and the Elizabethton Flooring Company, Johnson City, Tenn., have been succeeded by the Boone Fork Manufacturing Company of Philadelphia, Pa.

The Arkansas Land & Lumber Company at Malvern, Ark., has been absorbed by the Wisconsin & Arkansas Lumber Company.

The Crawford, Nash Cypress Company recently commenced in the wholesale hardwood lumber business at Albany, Ga.

W. W. Wilson, Jr., announced a few weeks ago that he had severed his connection as vice-president of the Forest Lumber Company, Pittsburgh, Pa., and has organized the Republic Lumber Company, which has offices at 917-919 House building, Pittsburgh.

The Florida Furniture Company recently commenced in business at Lake Worth, Fla.

The plant of the Freed Furniture Company, manufacturer of reed furniture at Elkhart, Ind., will be moved to Muncie, Ind.

E. L. Windelman, Chester Bertolette and Ruth H. Bertolette have incorporated the Acme Chair Works, Elizabeth, N. J., with a capitalization of \$100,000.

The American Table Company will manufacture tables at 75 Broadway, Boston, Mass.

At Jersey City, N. J., the New Jersey Musical Rocking Chair Company has been incorporated by D. Feduke, A. Zubryd and J. Myth. The capital stock is \$50,000. Its product will be toys and miniature chairs.

CHICAGO

Al. Ruth, manager of the Chicago branch of the G. W. Jones Lumber Company, made a selling trip to Grand Rapids, Mich., leaving Chicago on November 21 and returning for Thanksgiving.

Among the northern lumbermen who recently made trips to Chicago are the following: W. C. Boden of the Kneeland-McLurg Company, Phillips, Wis.; L. H. Levisse of the Scott & Howe Lumber Company, Oshkosh, Wis.; J. R. Andrews, Escanaba, Mich.; W. S. Thom, president

of the Adams-Thom Lumber Company, Wausau, Wis.; A. C. Wells of the J. W. Wells Lumber Company, Menominee, Mich.; Payson Smith, of the Payson Smith Lumber Company, Minneapolis, Minn.; M. P. McCullough and John F. Ross of the Brooks & Ross Lumber Company, Schofield, Wis.

P. J. Attley of the J. M. Attley & Company of Chicago, made a trip to Grand Rapids, Mich., the week ending November 19.

W. W. Brown of the Northern Hardwood Sales Company, returned to Chicago during the week ending November 19, having finished an extensive tour of the northern Wisconsin mills.

A. B. Smith of Paducah, Ky., one of the leading lumbermen in that section, visited Chicago and called on the local trade about two weeks ago.

The Sawyer-Servatius Lumber Company has been formed by C. H. Sawyer and J. H. Servatius, both of this city. Mr. Sawyer for the last year and a half has been in the commission business, with an office in the Lumber Exchange Building and prior to that he was connected with the Nashville Hardwood Flooring Company. Mr. Servatius was formerly president of the Illinois Show Case Company. The new company will have an office at 5 North La Salle street, room 304, and will deal in a general line of hardwood lumber. The partners announce that they will undertake the manufacture of lumber just as soon as conditions justify.

The National Lumber & Timber Company and the Thornton-Vanlandingham Cook Lumber Company have been re-organized, due to the retirement of E. L. Thornton, formerly president and one of the organizers of the two companies, who sold out his interests to the Hill-Behan Lumber Company of St. Louis, Mo. As a result of the reorganization the name of the latter company has been dropped and both organizations will be handled under the name of the National Lumber & Timber Company. The former Thornton-Vanlandingham-Cook Lumber Company handled the retail end of the business of the National Lumber & Timber Company, while the latter handled the wholesale business.

Bert E. Cook has been elected president of the re-organized company to succeed Mr. Thornton; A. M. Hill becomes vice-president, W. L. Behan secretary and Walter B. Vanlandingham the treasurer.

The Chicago Body Manufacturing Corporation has been incorporated at 1420 Blue Island Avenue, Chicago, to manufacture auto bodies.

The United Cabinet Company is a new incorporation here.

BUFFALO

A new National forest is to be acquired in Northwestern Pennsylvania, with a nucleus of 40,000 acres which have been offered to the government. It is hoped that within a few years a total of 412,000 acres will be devoted to the purpose by the government. L. L. Bishop, a United States forester located at Warren, Pa., has been in Washington recently presenting plans for the forest to his chiefs and experts have been sent to Pennsylvania to go over the plans and examine the grounds proposed for the forest. The location is contiguous to the new Allegheny State Park, in Southwestern New York, which was recently dedicated and opened to the public.

The Curtiss airplane plant in this city, owned by the government, is to be devoted in part to offices and storage space, according to an official notification to the local Chamber of Commerce.

The New York Central car shops at East Buffalo have been reopened under the name of the W. J. Conners Car Company, and employment will soon be given to about 1,500 men, who will be engaged in making car repairs. They will work ten hours daily. Needed material has not yet arrived, so that a full force has not been put at work. When it was announced that the shops would reopen, after an idleness of nine months, the number of applications for work was about 3,000. W. J. Conners, who is at the head of the plant, is the proprietor of two Buffalo newspapers, besides being president of the Great Lakes Transit Co. For years he has been a large employer of labor.

A canvass of the leading manufacturing plants near the Black Rock City line shows that over 5,000 men are now employed there, a large increase since last summer.

COLUMBUS

The North Columbus Lumber Company, located at Mock Road and the Pennsylvania tracks, has completed its new planing mill which has been in operation for about four weeks. L. W. Koons is general manager of the concern. With the completion of the new mill the capacity is fully 50 per cent more.

E. J. & W. E. Jones, which concern has been operating a mill at 406 West Spring Street, will soon enlarge its yard and carry a full line of lumber. A tract of two acres adjoining the former site has been acquired. The new stock will be installed for spring and a number of sheds will soon be started.

F. B. Pryor, salesmanager of the W. M. Ritter Lumber Company, reports a decided improvement in the demand for hardwoods from both retailers and manufacturing concerns. Furniture, box, implement and piano factories are the best customers. Retail stocks are only fair and many dealers are replenishing them. Prices are on a higher plane.

E. M. Stark, treasurer and vice-president of the American Column and Lumber Company, reports a good demand for hardwoods and that steps are being taken to place the mill at Stark, W. Va., in operation about the first of the year. Prices are firmer all along the line.

CINCINNATI

Three Cincinnati hardwood lumbermen are candidates for members of the board of directors of the Hyde Park Country Club, which will hold its annual election shortly. The candidates are: J. C. West, president of the J. C. West Lumber Company; Roy Thompson of the Thompson Hardwood Lumber Company and E. M. Bonner of the Atlas Lumber Company.

Max Kosse, president of the Kosse, Shoe & Schleyer Lumber Company, accompanied by Mrs. Kosse, left on November 19 for the eastern section of the country, where they will spend three weeks on a combined business and pleasure trip.

P. F. Reagan, president of the M. J. Daly Lumber Company, who has been in the South since the first of the month, has bought approximately 500,000 feet of hardwoods, principally plain oak, according to a telegram received from him by Patrick Rutledge, secretary of the concern, who was formerly secretary and treasurer of the Buskirk-Rutledge Lumber Company, which is now known as the Buskirk-Heyser Lumber Company.

Frank H. Miller and James M. Kugler, partners in the George C. Miller's Sons Carriage Company, have filed a deed of assignment in the Insolvency Court here. The deed, which estimated the assets of the firm at \$10,000 and its liabilities the same, was signed by Attorney L. F. Ratterman as assignee.

EVANSVILLE

Daniel Wertz, head of Maley and Wertz, hardwood lumber manufacturers, has returned from a business trip from Indianapolis and points in the central part of the state. He reports that there has been a marked improvement in market conditions during the past month or two and he believes that trade will continue good the balance of the year.

Announcement was made a few days ago to the effect that Fred Ayer and Oscar Hicks had purchased the plant of the Spencer Wagon Works at Chrisney, Ind., from John Albub and Alva Tuley. The new owners have taken over the plant and are operating the same.

Announcement was made at Shelbyville, Ind., a few days ago of the purchase of the interests of Grafton Johnson, of Greenwood, Ind., in nine hardwood lumber yards and wood working plants in Indiana and Illinois, by Charles F. Mahley, of Jackson, Miss. Mr. Mahley was a former resident of Edinburg. The sale was closed at Greenwood.

The plant of the Diamond Veneer and Lumber Company, in this city, is included in the transfer. Other yards included in the transfer are situated at Osgood, Franklin, Edinburg, Roachdale, Hillsboro and Burkholder Switch, in Indiana, and Grayville and Bridgeport in Illinois. The general offices and headquarters for the nine yards will be in Shelbyville, it was announced. The new owner has large lumber interests in the south.

MEMPHIS

The J. C. Bilbrey Spoke Company, Lexington, Tenn., is nearing completion of its new factory at that point, which will greatly increase its output. This firm is engaged in the manufacture of spokes of all kinds and it sells these in both domestic and foreign markets.

News of the death of William Moore of Hoopeston, Ill., one of the owners of the lumber mill and box plant operated by Moore & McFerrin in this city, was received here with much regret.

It is announced, in dispatches received here from Cotton Plant, Ark., that the Missouri & North Arkansas railroad will resume operations December 1. Notice has been served on union employees of the road to be ready on that date. This line suspended service several months ago following financial difficulties that attended a strike of its employees. It is not known what financial arrangements have been made, but there is general satisfaction over the promised resumption of operations, for the reason that there is a large section of Arkansas and southern Missouri, with a number of lumber and woodworking enterprises therein, which has been largely without transportation service, since all trains were annulled by the management.

Chas. B. Dudley of the Dudley Lumber Company of Memphis, who is one of the principals in the formation of the Dudley-DuBose Lumber Company, Inc., of New Orleans, is authority for the statement that establishment of the new firm will not affect, in the slightest degree, the business of the Dudley Lumber Company. The latter is engaged exclusively in the sale of ash in both domestic and foreign markets, while the new company will handle all kinds of hardwood lumber in both channels. Mr. Dudley will pay frequent visits to New Orleans in the interest of the Dudley-DuBose Lumber Company, but he will devote most of his time and attention to the affairs of the Dudley Lumber Company.

R. M. Carrier, president of the American Hardwood Manufacturers' Association, and head of the Carrier Lumber & Manufacturing Company, Sardis, Miss., spent several days in Memphis last week.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, is back from the plantation of R. J. Hackney of Brown & Hackney, Inc., where, as the guest of Mr. Hackney, he enjoyed duck and quail shooting. Mr. Townshend was quite enthusiastic about his trip, but he did not talk a great deal about his shooting feats while in the Rackensack state.

LOUISVILLE

The Louisville Point Lumber Company has been having some difficulty in bringing in logs by river as a result of tie-ups at the upper river dams,

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

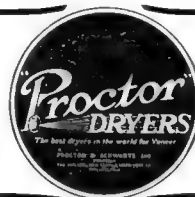
DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

4/4" No. 2 & Better.....	12 months dry
5/4" No. 2 & Better.....	12 months dry
6/4" No. 2 & Better, largely No. 1.....	12 months dry
8/4" No. 1 & Better.....	8 months dry
10/4" No. 1 & Better.....	12 months dry
12/4" No. 1 & Better.....	6 months dry
4/4" No. 3.....	12 months dry
6/4" No. 3.....	10 months dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN



resulting in the company buying rail logs for the time being, but it is expected that rail logs will be utilized only a short time.

Tom Fullenlove of W. P. Brown & Sons Lumber Company stated that gum demand had become so active that the market is working higher, and demand for red gum is better than for some months past.

Edward L. Davis of the Edward L. Davis Lumber Company recently returned from a trip to the Mobile mills of the company. He reported a fair demand.

George Wilcox of the I. B. Wilcox Company spent a few days recently at the company's mills at Burdette, Miss. Mr. Wilcox reports a very active demand, and is very well satisfied with conditions.

A recent report from Washington stated that Kentucky in 1920 produced 421,000,000 feet of lumber as against 512,100,000 in 1919, a loss of 91,000,000 feet, but retained rank as twenty-second in the list of lumber producing states, as similar slumps were reported elsewhere.

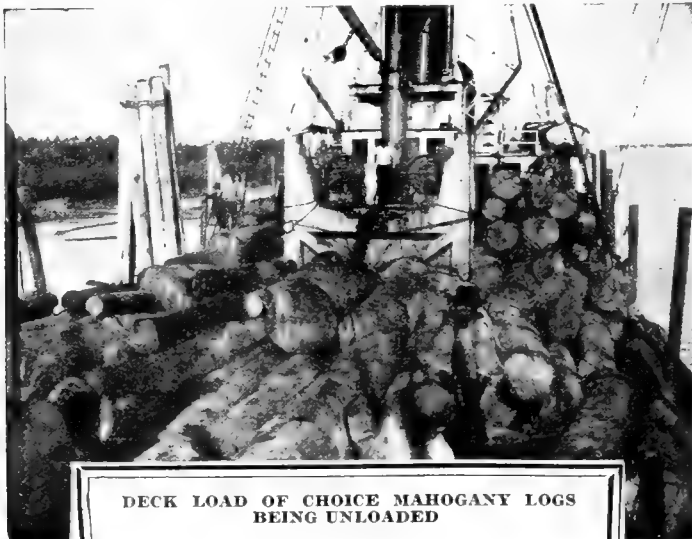
W. H. Day, sales manager of the Wood-Mosaic Company, is now spending so much time at the Louisville mills that he has recently moved his home to the south side of the river, after living in New Albany for a number of years.

W. P. Brown & Sons Lumber Company plan to start operations at the Brassfield, Ark., mills, about the first of the year. The plants at Guin and Fayette, Ala., have been running for some weeks.

WISCONSIN

Milwaukee Board of School Directors, Frank M. Harbach, business manager, is asking sealed bids until December 7, at 5 p. m., for furnishing 2,260 folding chairs in sections of four chairs, and 600 single folding chairs, for use by the extension department of the public school system.

The Schroeder-Pacific Timber Company of Milwaukee is the name of a new corporation organized with a capital stock of \$500,000 under the laws of Wisconsin, to conduct logging and lumber manufacturing operations in the United States and Canada. The incorporators are Lawrence A. Olwell,



DECK LOAD OF CHOICE MAHOGANY LOGS
BEING UNLOADED

CHICAGO OFFICE

N. S. JOHNSON
39 W. ADAMS ST.

GRAND RAPIDS

GEO. A. BAKER
HOTEL CODY

MAHOGANY

OFFICES AND W. REHOUSES
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

SAW AND VENEER MILLS
NEW ORLEANS, LA.

LUMBER AND VENEERS

LARGE MAHOGANY LOG BEING OPENED
UP ON CARRIAGE



Paul D. Durant and Bernard V. Brady, members of a Milwaukee law firm with offices in the Wells Building, 120 Wisconsin Street. It is assumed that they represent members of the John Schroeder Lumber Company of Milwaukee, which operates large mills in Ashland and conducts extensive logging on the Apostle Islands in Lake Superior. However, for the present no definite information will be given out in regard to the enterprise.

The Standard Manufacturing Company of Appleton, started work about the middle of November on the construction of its new sawmill. A new power house addition doubling the size of its boiler room is being completed and a new smokestack is being provided. Contracts have been placed for practically all of the machinery and equipment. The new mill is expected to be ready to start operations about the middle of December.

The Combination Door & Screen Company of Fond du Lac is taking bids for the construction of a three-story factory addition, 50 by 50 feet in size, with concrete foundations, brick walls and mill floors, estimated to cost between \$35,000 and \$40,000 with new equipment now being purchased. The plant is located at 180-190 Ruggles Street. H. J. Schmidt is general manager.

The Stoughton Wagon Company of Stoughton, sustained an estimated loss of from \$200,000 to \$300,000 by fire which on November 14 almost totally destroyed its motor truck department shop, a brick and mill building which was part of the original plant and turned over for motor truck assembling about two years ago. It had been intended to erect a modern factory building next spring to accommodate the growing motor truck business, and as the result of the fire, it is likely that work will begin immediately. In the meantime the truck operation will be carried on so far as practicable in the wagon and sleigh factories, which are working only part time. Twenty completed trucks and about an equal number in process were ruined beyond salvage. Nearly all of the equipment of the truck shop will require replacement. Other buildings of the plant were saved. The total insurance, carried on general form, is \$1,087,500, and the loss is figured about 25 per cent.

The Independent Truck Body Corporation of Milwaukee is a new corporation organized with \$30,000 capital stock to manufacture bodies, cabs and tops for motor trucks.

The Moore & Galloway Company of Fond du Lac has decided to undertake logging operations this winter on a scale about equal to that of normal years. This is another of the large operators in the North which in recent weeks has been so encouraged by improvement in the demand that activities are being put back on a nearly normal scale. The Moore-Galloway interests have about 2,000,000 feet in the woods left over from 1920-1921 winter woods work near Elderon, in the vicinity of Wittenberg. In addition there are about 5,000,000 feet of standing timber which it expects to log this and next winter. Two camps with 150 men have been re-established. All of the logs will be shipped by rail to the main mill in Fond du Lac.

Both of the principal owners and officers of the Priestley Lumber Company, 612 Railway Exchange Building, Milwaukee, a large wholesale lumber concern, were married during the past month. On Saturday, October 29, Glenn W. Priestley, president, was married to Miss Berenice Mack of Stevens Point, Wis. On Wednesday, November 2, Eugene Edwards Wallace, secretary and treasurer, was married to Miss Alice Mary Richardson of Sioux City, Ia.

It is reported that Mettets Bros. Company of Antigo, Wis., is planning to start work shortly on the construction of a new sawmill which will cost about \$50,000 with equipment and machinery. The building will be 60x180 feet in size.

The E. Z. Box Company has been organized by Marshfield and Owen capital to engage in the manufacture of cheese boxes and similar packages and containers, especially a design recently patented by E. Zeidler, office manager of the Blodgett Cheese Company of Marshfield, after whom the new company is named. Members of the Owen Lumber Company have become heavily interested. A new factory is under construction at Owen and is expected to be ready to start operations early in December. Officers of the new company, all resident in Owen, are: President, G. E. Anderson; vice-president, Earle W. Kidd; secretary and treasurer, H. M. Wollum.

The Kneeland-McLurg Lumber Company of Phillips, has recently opened its new sawmill at Morse, in Ashland county, Wisconsin.

John I. Evans, president of the Evans-Lee Lumber Company of Eau Claire, Wis., passed away recently after a brief illness, at the age of 59 years. Mr. Evans was born in New York and went to Eau Claire in 1888, becoming a prominent figure in the lumber industry of northwestern Wisconsin. He was a Knight Templar, 32 degree Mason and Mystic Shriner.

BALTIMORE

The tract of approximately nine and a half acres on the Philadelphia, Baltimore and Washington railroad, between Calverton and Garrison roads, this city, which was recently purchased by Gilbert Bros. & Co., has been taken over by the new owners, and the work of fitting it up for the uses of the corporation, which is engaged in the lumber and mill work business, is to start without delay. A sash, door and blind factory, dry kilns and other structures, including an office building, are to be erected, and other facilities of the most modern sort will be provided. The company will concentrate its business there from the present place at East Falls and Eastern avenues, and two or three other locations now occupied in the Eastern section of the city.

(Continued on page 51)



Panoramic View of Berkey & Gay Plant and Surrounding Industrial Area—Whiteness of New Plant Stands Out at Right of Picture

The Last Word in Furniture Factories

New Berkey & Gay Plant at Grand Rapids Embodies All That Is Most Modern and Efficient in Buildings and Equipment

What is probably the largest and the most modern wood working factory in the world is the new plant now occupied by the Berkey & Gay furniture company in Grand Rapids, Mich.

It is a factory which for about two years was in process of construction and which for a long time prior to the laying of the first brick occupied the attention and best energies of William H. Gay who, unfortunately, did not live to see it in full occupancy and operation.

It is a factory in which no money has been spared to make it complete, a factory in which the man at the bench, the girl at the typewriter, the man in the fireroom, the lumber in the yard, the machine, the coal and all the rest have been given thought; a factory where initial expense is to be offset by great economies in operation; a factory which is a little city in itself.

The site covers an entire city block and a very large one at that. It is bounded by Monroe avenue, Walbridge street, Ottawa avenue, Mason street, and is divided almost in halves by Bond avenue, through which run the Grand Trunk railroad tracks.

The factory building proper occupies the northeast corner of the site and is 547 feet on Monroe, by 169 on Walbridge to Bond

by 711 feet on Bond to Mason. It is six stories in height of brick mill construction with all stairways extra bricked and the entire plant made safer even by a complete sprinkling system.

Everywhere economy in labor has been applied and this begins with the handling of lumber. In the old plant lumber was handled seven times. In this new and modern plant it will be handled but once. The Grand Trunk will deliver the lumber on cars direct into the spacious yards of the new factory site. Here it will be unloaded from the freight cars to kiln cars, which it will never leave until it goes to the saw. The entire yard has been tracked with a most comprehensive system of transfer tracks which will permit of the cars being moved easily wherever desired. There are no turn tables to freeze up in winter, the lumber can be moved on the kiln cars by the simple throwing of a switch.

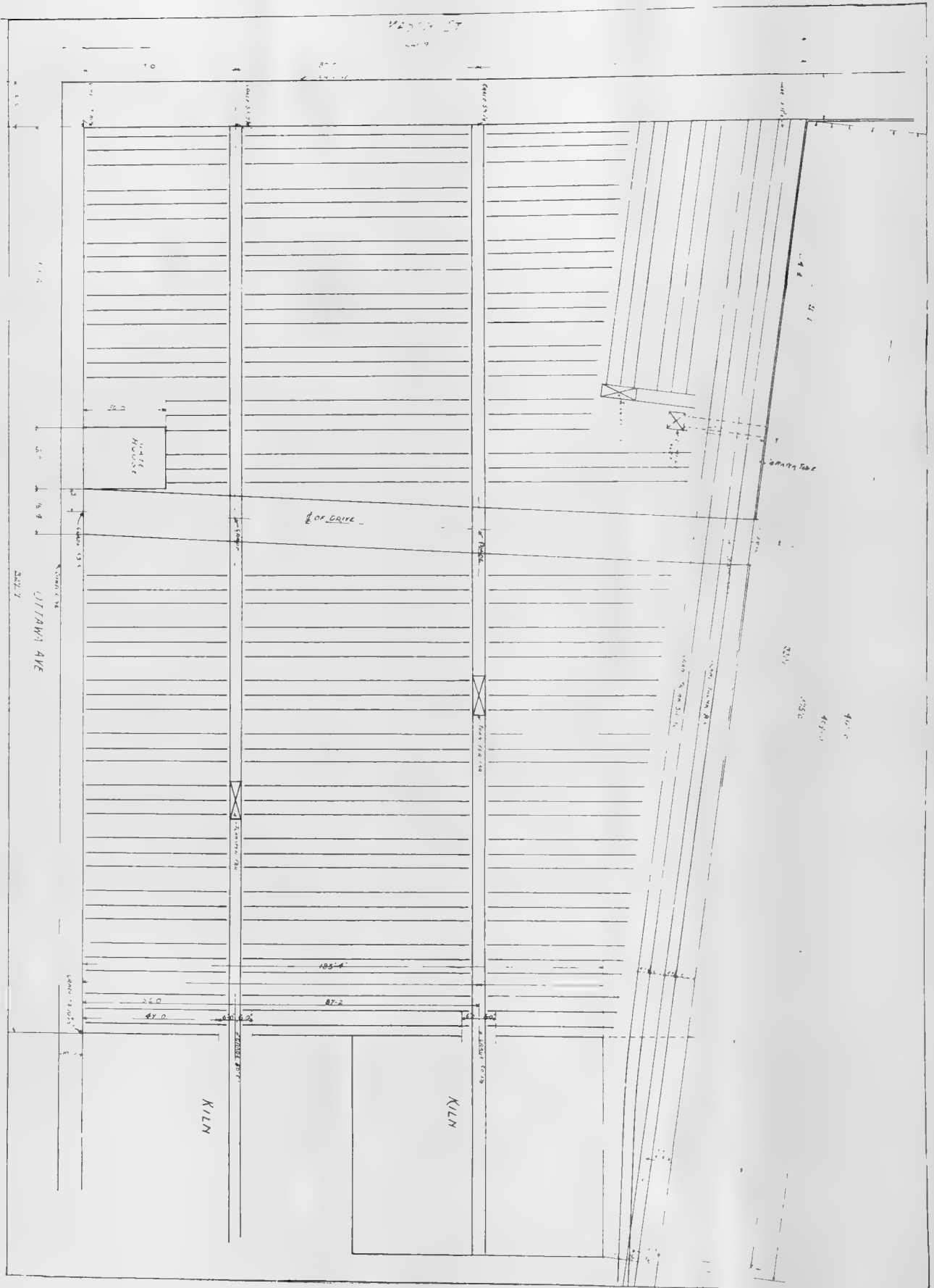
There will be no tight piled lumber anywhere. It will all be stuck on these kiln cars with stickers 18 inches apart. When a certain lumber is wanted it will be run on the car on which it is stuck direct to the kilns, dried there and on the same car, without

(Continued on page 44 See also page 36)



A "Close-Up" of Handsome New Berkey & Gay Factory

Showing the Efficient Layout of the Berkey & Gay Lumber Yard and Kilns





On the Back of Your Veneer
Look for the NAVCO
Mark—Guarantee of Quality

Daniel Webster *was a mighty solid citizen, yet* *he was a staunch advocate* *and user of veneered furniture*

AND out at Sudbury, Massachusetts, at the old Wayside Inn, you may still see the desk at which Webster sat, and wrote, and thought. It is still there—intact as of yore. The desk was built of Plywood-Veneer, fortified and reinforced in its essential parts the same as the best construction of today. In fact, the great majority of the fine old furniture of the good old days was built, **USING PLYWOOD OR BUILT-UP STOCK.**

The plywood used in the desk belonging to Daniel Webster was no doubt made by the slow and careful hand process and it probably took a week of labor to accomplish

the building of one desk. Today, in a week's time the New Albany Veneering Co. can build the plywood for several thousand desks and can build it better too.

When you think of the **BEST** plywood, built as it ought to be, you should then remember that right here in New Albany is the plant that makes just that kind, and no other kind. The largest and most complete plywood plant in the world. Not in the U. S. merely, but in the world.

New Albany Veneering Company

E. V. Knight Plywood Sales Company
Sales Agents New Albany, Indiana

Plywood Makers Reject Use of "Built-Up"

Recommendation of Vigilance Committee of Advertising Clubs of World Objected to on Grounds of Economy and Practicality

None of a number of the leaders of the veneer and plywood industry, with whom Hardwood Record has communicated, is disposed to endorse the recommendation of the Vigilance Committee of the Advertising Clubs of the World that the terms "Veneered" and "Plywood" be abandoned and the word "Built-up" be adopted as a definition for these products. It is very likely that at the annual meetings of the National Veneer & Panel Manufacturers' Association and the Plywood Manufacturers' Association, both of which will be held in Chicago in December, resolutions will be adopted asking the Vigilance Committee to recede from this position and endorse the definitions as they are now established.

In a revised report of the definitions adopted by the Vigilance Committee at Cleveland November 8, it is stated that, "The term, 'Built-up' shall be used to replace the term 'Veneered' heretofore used," but it is presumed that the committee of the advertising clubs intends that the use of the term plywood is also to be abandoned, as they do not affirm that term in their recommendations.

The statements which have been made to Hardwood Record by various leaders of the industry apply chiefly to the word plywood, little being said about veneer. These men point that plywood is fully as accurate as built-up and should be much more expressive even to the layman, because of its having been already established. They hold that to substitute built-up at this late day would be entirely impractical for the very important reason that the term plywood was adopted by the Plywood Manufacturers' Association as the official word to use in their nation-wide advertising campaign, and already thousands of dollars have been spent by the members of the association individually in advertising their product as plywood. This advertising, with the use of the word plywood has been going on for some six months, and naturally the term has become much better known than ever before. E. G. Knight, president of the New Albany Veneering Company and chairman of the publicity committee of the Plywood Manufacturers' Association, expressed the opinion, which he said was concurred in by many other plywood manufacturers with whom he has talked, that plywood more aptly describes the product which they manufacture than any other term could. "While it is true that plywood is simply the completed process of the building up of different plies," Mr. Knight said, "yet when completed the stock is really plywood, and I am, without having full information on the discussion which must have taken place at Cleveland, somewhat at a loss to understand just why the term 'Built-up' should be preferable to the term 'Plywood.' He ventured the opinion that the term built-up will not meet with very general approval among plywood manufacturers.

Adopted for Layman's Good

It is known that the Vigilance Committee adopted the term with the idea that built-up is a better term to use in transactions between retail furniture dealers and the layman buyer because it will give a clearer idea to the lay mind of what glued up sheets of wood are than plywood will.

This belief, however, as said, is not concurred in by the plywood manufacturers, who think that the use of built-up would only cause confusion, and would do no practical good anywhere. J. T. Horne, president of the J. T. Horne Veneer Company, Tuscaloosa, Ala., and president of the National Veneer & Panel Manufacturers' Association, believes that plywood is the correct term to use and stated that the matter can be formally considered at the annual meeting of his association when it meets on December 13 and 14. A. E. Gorham, head of the Gorham Brothers Company, Mount Pleasant, Mich., and a former president of the National Veneer & Panel Manufacturers' Association, said that the substitution of built-up

for plywood should be vigorously opposed by the industry. "This action is entirely wrong from the standpoint of economy, and in my opinion built-up wood does not mean anywhere near as much as the word plywood," said Mr. Gorham. "Built-up wood can consist of any kind of construction for that matter, but plywood means several plies of wood." The change would be uneconomical, he said, because of the fact that the plywood manufacturers, after having decided officially to use the term plywood in their publicity, changed their letter heads and other advertising where it used the word built-up or veneer, to plywood. A heavy expense would naturally be involved in changing back, and this he held was not justified.

Similar Opinions Expressed

Similar opinions are expressed by F. A. Marshall of Rhinelander, Wis., secretary and treasurer of the Wisconsin Veneer Company and president of the Wisconsin Plywood Club, and H. E. Kline of Louisville, Ky., vice-president of the Louisville Veneer Mills. Mr. Marshall said: "We would, of course, much prefer to have the Vigilance Committee of the Associated Advertising Clubs of the World adopt the word 'Plywood' instead of 'Built-up' to describe the plywood furniture. We believe that it would be much more to the advantage of the furniture manufacturers producing plywood furniture to use this term than the term built-up, for undoubtedly the term plywood will be much better understood among the consuming trade after the advertising campaign gets under way than the term built-up. I do not believe that it will affect the plywood producers very much either way, for the furniture manufacturer who is the customer of the plywood producer, will understand thoroughly what plywood is and that the terms are practically synonymous, but it might save a good deal of explaining on the part of the furniture salesman if this plywood advertising campaign results in buyers demanding 'plywood' furniture."

B. M. Minigus, secretary of the Pickrel Veneer Company, New Albany, Ind., holds to the same opinion as those quoted above and said that he did not think it would "be good business to disturb the name plywood."

N. M. Willson, secretary and treasurer of the Pearl City Veneer Company, Jamestown, New York, said that he failed to see where there is any great difference in the terms plywood or built-up, or that one would be more plain than the other to those not familiar with either term.

M. Wulpi, commissioner of the Central Bureau of Dining Table Manufacturers, said that he had laid away the suggestion of the Vigilance Committee for the purpose of bringing it up for discussion at the meeting of the National Council of Furniture Association in New York City on December 6 and 7.

A similar statement was made by J. A. Conrey, president of the Conrey-Davis Mfg. Company of Shelbyville, Ind., who is a member of the Council and chairman of the lumber committee of that body.

Definitions as Revised

The following are the corrected definitions worked out by the Vigilance Committee at their Cleveland meeting and recommended to the furniture and other industries concerned: (The original draft of the definitions was published in Hardwood Record November 10.)

Standards Suggested, and to Be Recommended for Adoption by Furniture Trade, at Conference of Furniture Trade Representatives with National Vigilance Committee and Better Business Commissions and Bureaus, Held at Statler Hotel, Cleveland, Ohio, on November 8, 1921

(AA) "Solid Throughout": The term "Solid Throughout" shall

(Continued on page 46)



THE solid success which has attended this company's half century of business is attributable to its having established high ideals through direct personal contact with its customers. During the current period of transition, many buyers have had difficulty in establishing satisfactory supply connections for strictly high-grade hardwood lumber and veneers. May we suggest that through personal contact we are confident of our ability to demonstrate that our selection of genuine northern grown oak, walnut, maple, ash and other major species, and our rotary cut poplar, is sufficiently varied to prove a genuine asset to any discriminating buyer, and that this concededly superior product is just as good today as was the original stock manufactured on the same site fifty or more years ago? Surely it will pay you to know us better.

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA

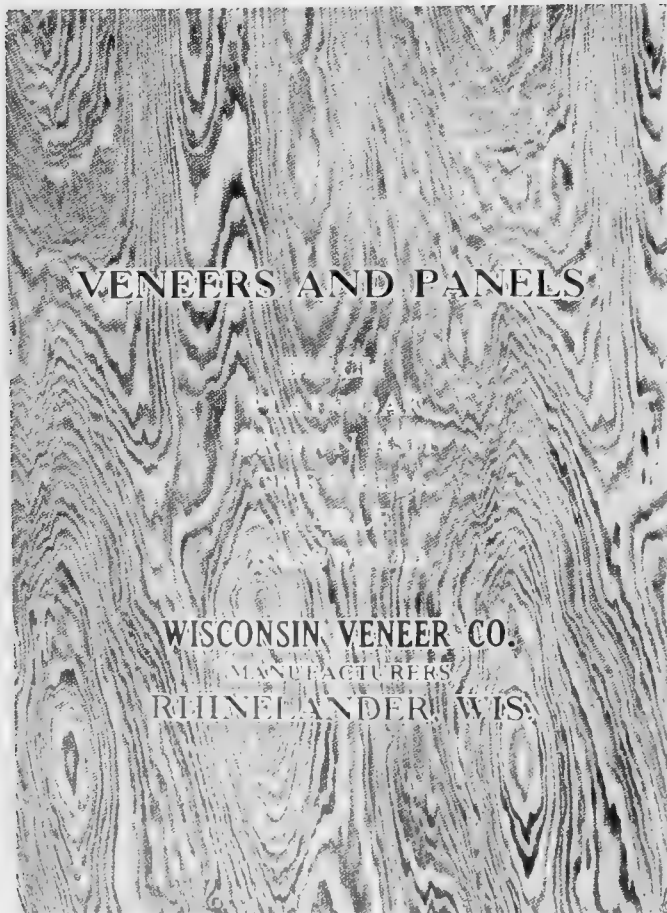
American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.

10th and Murphy Streets

Des Moines, Iowa



Important Meetings Scheduled

Chicago will be the scene of a number of lively meetings during the middle of December, among them being:

The National Veneer and Panel Manufacturers' Association at the Auditorium on December 13 and 14, the program for which has not been definitely arranged.

The fifteenth mass meeting of the Plywood Manufacturers' Association at the Auditorium, December 14, at which there will be the reports of the president, treasurer, executive, glue, publicity, transportation, grade rules and valuation committees, as well as a report by Cost Engineer Potter; proration of railroad fares, and other important matters.

Following that comes the forty-fourth mass conference of the Central Bureau of Dining Table Manufacturers, at the same hotel, on Thursday and Friday, December 15 and 16. Besides the routine business to be taken care of, there will be addresses by W. H. Coxe, entitled "The Controlling Factors in the January Market"; "The January Market," by George M. Petrie; "A Greater Table Bureau," J. A. Conrey, and "Our Table Clubs," by William L. Pfefferkorn.

Finally the Living Room Table Manufacturers' Association will meet at its eighth mass conference on Saturday, December 17, Chicago, at which time the treasurer will give his report, as also the commissioner, and H. F. Love, chairman of the cost commission, will set forth recommendations for policies in January. F. E. Shearman, Jr., as chairman of the membership committee, will cover the results obtained by his committee since the last meeting.

The subject of proration of railroad fares is a matter of importance to be discussed at the plywood, dining table manufacturers' and the living room table manufacturers' meetings.

John Dulin, manager of the Capital Furniture Manufacturing Company, Noblesville, Ind., which has been shut down for several months, says enough orders have been received lately to keep the plant in operation for several months.

AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN, ILLINOIS



THE MILL WHERE IT IS MADE



Strength of Organization Is a Guarantee of Product

UNLIMITED buying power guarantees raw material. A long experience exclusively in walnut manufacture, with resulting perfection of organization; careful attention to details and representation at your factory by established and experienced men, is a combined assurance of both quality and delivery of your walnut veneers—when you buy from Pickrel.

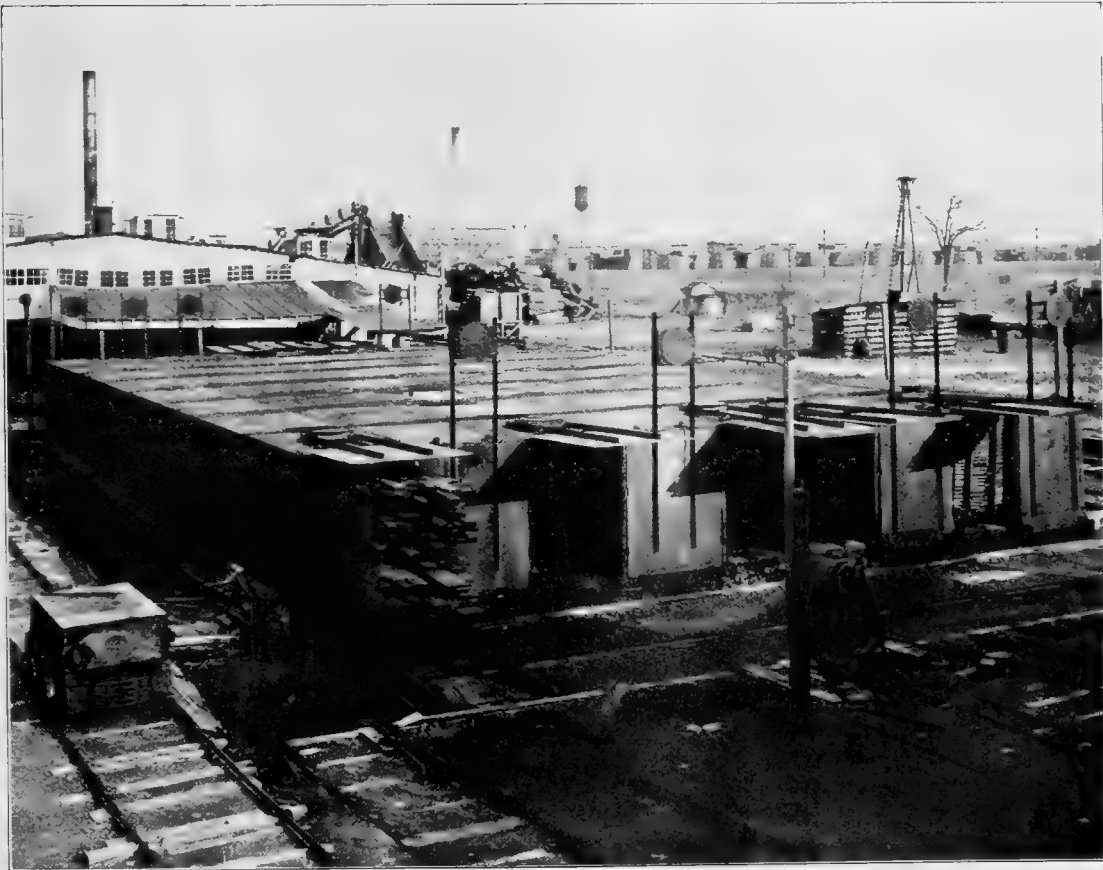
*A reserve of from five to seven million
feet of well-balanced stock always on hand*

PICKREL VENEER CO.

INCORPORATED

NEW ALBANY, INDIANA

WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.

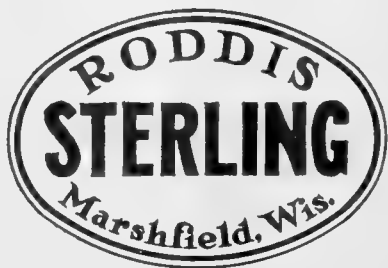
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Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.



Sterling Quality

is more than a pleasant phrase of words. It represents all our experience and desire to serve. A sample order will allow us to show you our quality and ability to serve you promptly.

REPRESENTATIVES:

GRAND RAPIDS, MICH. . . F. K. TINKHAM
CHICAGO, ILL. G. M. PALMER
ROCKFORD, ILL. K. E. KNUTSON

Send us your inquiries

Roddis Lumber & Veneer Co.
27 Years at Marshfield, Wis.

YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED
LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY



This is a view of the cutting rooms and kilns of new Berkey & Gay plant

(Continued from page 35)

rehandling, will be run direct to the factory and to the cutting room.

There are 16 kilns, each of which can take care of eight cars, the entire battery having a daily capacity of 35,000 feet of lumber.

The crating lumber will be handled in exactly the same manner. One corner of the yard has been set aside for storage for this class of material. Here, too, has been installed a lumber piling or elevating machine which will automatically raise this crating lumber direct from the cars to the packing rooms on the second floor of the factory.

The kiln dried lumber will go direct from the kilns, still on their trucks to the cutting room without having been handled at all since it left the freight cars. From the cutting room it will pass along to the machine room, thence to the cabinet room, the finishing room and finally to the packing room. Packed, it will pass down a chute to the shipping room and is ready once more for the freight cars.

Not only has every possible note been taken of economy in handling the lumber by way of the kiln cars but the factory is equipped with seven electric freight elevators, which operate at 135 feet a minute.

The machinery throughout the plant, too, is operated in the most cleanly and economical manner possible. There is not a shaft or a belt in the entire plant. Each machine has its individual motor. The push of a button starts the machine. A movement of the foot stops it.

The coal for the plant is brought in, just as is the lumber, on the Grand Trunk tracks which enter the yard by way of Bond avenue. It will be brought in in self-dumping gondolas unloaded by the simple pulling of a lever which will let the coal slide into bins beneath the tracks. It is carried by conveyors to the crushers and then drops into hoppers to be fed automatically under the boilers.

This power plant is one of the features of the new factory in which the officials of Berkey & Gay take the greatest possible pride. There are three boilers of 400 horse-power each, two to carry the load and one to be held in reserve. These boilers furnish the steam to drive a battery of direct connected turbine engines of the Kerr type which supply the power and light for the entire plant. Two of the turbines are of 1,000 horse-power, one for service and one for reserve. One turbine of 300 horse-power is for use when some department is operating at night and one turbine of 15 horse-power is to supply the lighting system. The engine room is immaculate. It has white tiled walls. There are no belts, shafting, flywheels, oils or odors and almost no noise. A 10-ton electric crane at the end of the room is for use in doing heavy lifting when one of the machines must be shifted for any purpose.

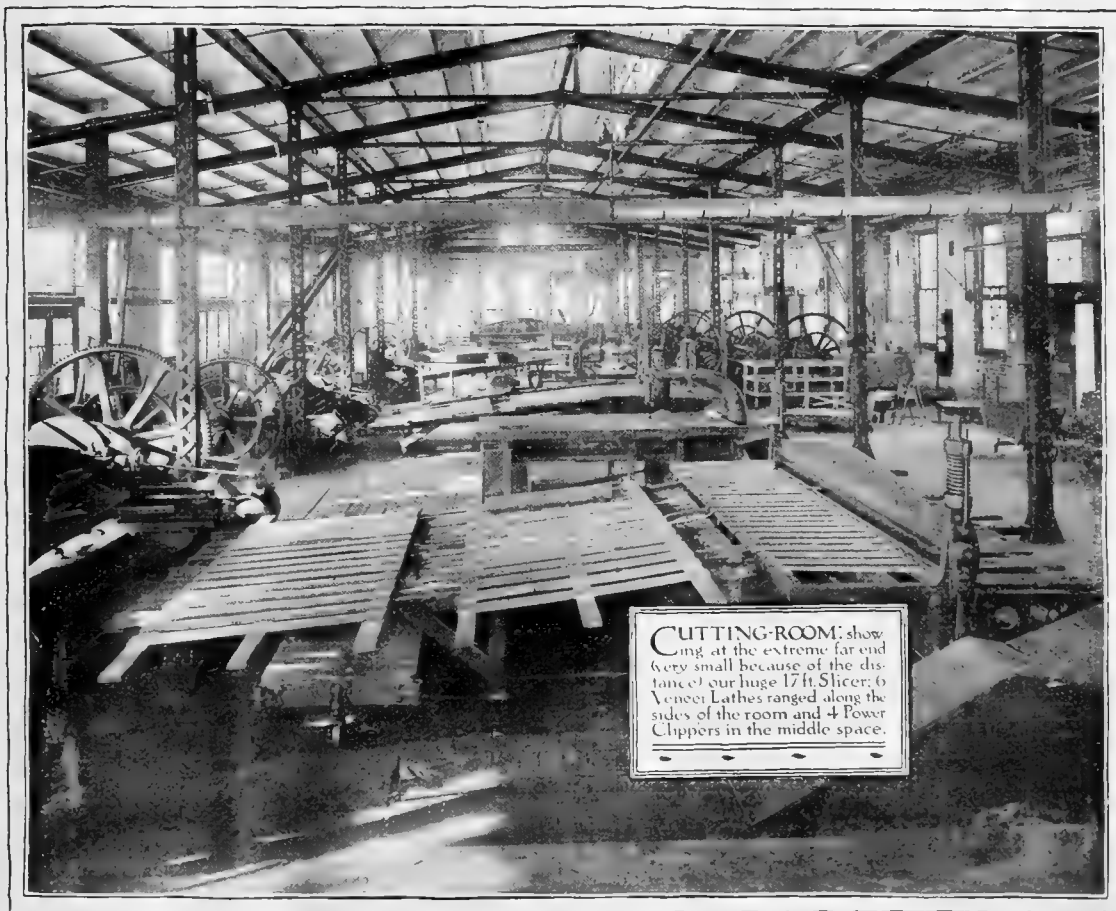
(Continued on page 48)

QUALITY VENEERS

in



WALNUT BUTTS - MAHOGANY
LONG WALNUT - OAK - POPLAR
BURLS



CUTTING-ROOM; showing at the extreme far end (very small because of the distance) our huge 17 ft. Slicer; 6 Veneer Lathes ranged along the sides of the room and 4 Power Clippers in the middle space.

Photo by Hughes

MILLS - BALTIMORE, M D.

NEW YORK
709 SIXTH AVE.

Sales ~

HIGH POINT
JAMESTOWN

Branches

CHICAGO
28 E. JACKSON BLVD

THE WILLIAMSON VENEER CO.

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana

(Continued from page 38)

apply to all furniture which is made entirely of the wood designated.

(A) "Solid Exterior": The term "Solid Exterior" shall be applied to all furniture of which all the exposed parts are made of the wood designated, except case back, case bottom and mirror back in case goods, and similar exceptions in other lines to be agreed upon as they arise. The interior of the case goods or piece, may be constructed of such woods as the manufacturer may consider suitable for the purpose.

(B) "Built-up": Furniture designated as "Built-up" shall have all exteriors made of the kind of wood designated, except case back, case bottom and mirror back and similar exceptions in other lines as they arise.

The tops, fronts and ends may be of built-up stock.

The interior of the case goods or piece may be constructed of such woods as the manufacturer may consider suitable for the purpose. The term, "Built-up" shall be used to replace the term "Veneered" heretofore used.

(C) "Combination": Furniture designated as "Combination" shall have the tops, drawer fronts or doors and ends of built-up stock or solid wood of the kind designated. The remainder of the case or piece to be constructed of such woods as the manufacturer may consider most suitable for the purpose.

The kinds of woods used should be named in the description of the suite or piece, such as "Mahogany and Birchwood," "Walnut and Gumwood," etc.

(D) "Finish": The term "Finish" shall be used only in connection with the name of the wood of which the furniture is made, such as "Gumwood, Walnut Finish"; "Birchwood, Mahogany Finish."

Such terms as "Gum-Mahogany," "Birch-Mahogany," shall not be used.

(E) "Misleading Names": All furniture shall be called by the

names of the woods of which it is made and which do not mislead, and not by substitute, fanciful or trade names.

(F) "Imitations": Imitations of woods or grains shall be called imitations in all descriptions of such kinds of furniture.

Suggestions and criticisms should be sent to National Vigilance Committee, 110 West 40th Street, New York City, N. Y.

Wulpi to Direct New Seating Makers' Association

The recently organized National Cost & Producing Association of Seating Manufacturers has made arrangements with M. Wulpi of Chicago, who is known as the commissioner of many furniture and other associations, whereby Mr. Wulpi becomes the secretary of their organization. The organization has also contracted to use the services of the Central Credit Bureau, Inc., of which Mr. Wulpi is the managerial head. This means that the official headquarters of the new association will be in Mr. Wulpi's offices in the Monadnock building on South Dearborn street, Chicago.

This association, which was organized by the leading seating manufacturers of the country in a meeting at the Pantlind Hotel in Grand Rapids, Mich., on October 12, is headed by A. C. Miller of the Theodor Kuntz Company, Cleveland, O. Other officers elected at the organization meeting are: F. K. Hill, vice-president; E. B. Bentley, secretary and treasurer; Executive Committee: V. L. Wills, E. S. Irwin, R. H. Stafford, Charles Kenny and C. A. Brown.

Lumbermen Sue Furniture Concern

The Merl Lumber Company, of Meridian, Miss., recently filed suit in the federal court against the Bockstege Furniture Company, of Evansville, charging in its suit that the Bockstege company refused to accept some lumber due to be shipped under contract signed in February, 1920. For violation of the contract the Merl Company filed suit for \$35,000.



"Finest"

1903 1921

Plywood Makes Better Furniture

IT is built from carefully selected materials, in a factory equipped with the very latest machinery, where the best and most practical methods of construction are followed. Our men are trained by long experience for the performance of each operation and the utmost care is given to each and every detail of manufacture.

Your use of *"Finest"* Plywood better prepares you to satisfy your trade and will materially help sales by insuring customers not only better furniture, but furniture that is more beautiful in many ways.

Our product is right, service the best, and prices reasonable, so why not try us and see for yourself?

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch grown than that found on our Timber Holdings. Send us a trial order for a crate or a carload, and we are confident you will forward repeaters without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
TRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperaage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

(Continued from page 44)

In the boiler room is the dust arrester system and from every machine in the factory a 140-inch fan draws the shavings and the dust to this point to be fed automatically under the boilers.

So much for the plant itself. There is still another feature in which Mr. Gay took a particular personal interest. On the Ottawa avenue front and near the corner of Walbridge street is the recreation hall and social center. The building is 127 by 129 feet, three stories high with lumber storage on the ground floor. It is of Moorish architecture and is furnished beautifully throughout.

The main entrance is on Ottawa avenue, but there are entrances from the factory building for both men and women. The women have a club room of their own with wide windows opening into a large kitchen from which cafeteria lunches are served. There are toilet rooms, shower baths and dressing rooms for the women also.

The men have the same facilities on their side. But beside this there is a large auditorium about 100 feet square, with a seating

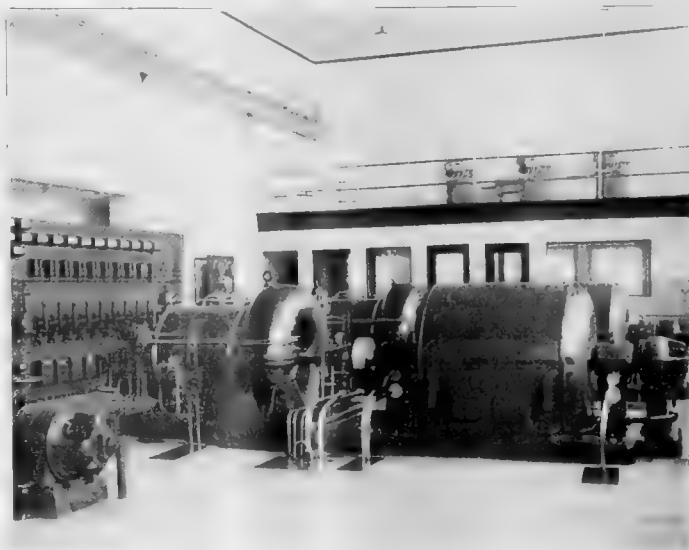


This view of the machine room suggests the efficiency of the interior of the new Berkey & Gay plant

capacity of 2,000 persons. It has a large stage and a gallery. This building and this hall will be the center of the social activities which have long been a large part of the program of Berkey & Gay. It was one of the things in which Mr. Gay was particularly interested and most active and in the construction of this new factory he gave perhaps more attention to this feature of it than to that which had to do merely with the turning of lumber into furniture and the turning of furniture into dollars.

The Ingalls-Spicker-Ransom Co.

The Ingalls-Spicker-Ransom Co. has been formed in Chicago, following the retirement from the Dean-Spicer Company of J. T. Spicker. The new company will manufacture mahogany, walnut, oak and other cabinet woods in veneers and lumber, having main office and veneer mills in Nashville, Tenn., and sales office and warehouses, Chicago, 3622-3628 South Morgan Street. The years of practical experience of the men interested, together with their unusual natural ability, insures a splendid career for the new firm. The officers are: C. E. Ingalls, president; J. T. Spicker, vice-president; A. B. Ransom, vice-president and treasurer; and A. J. Zeitler, secretary.



The Berkey & Gay Power Plant

Ohio Valley May Hold Furniture Exhibit

R. E. Becker, president of the R. E. Becker Lumber Company, Cincinnati, Ohio, dealers in plywood and veneers, representing a committee from the Cincinnati Furniture Exchange, in a letter to the Chamber of Commerce said the furniture men of the Ohio Valley were interested in the advisability of holding a furniture exhibit in connection with the Fall Festival in Cincinnati next year and asked for further data on the subject. Mr. Becker explains that the display will be a combined exhibition from the furniture industry of the entire valley.

The Talge Mahogany Company will soon begin the construction of a new mill and factory at Lewis and Eleventh streets, Indianapolis, of brick construction, with two stories and a monitor, to be 122 by 155 feet. The new building will cost approximately \$30,000.

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

GEO. L. WAETJEN & Co.

PROMPT SHIPPERS

Plywood and Veneer

A PARTIAL LIST OF VENEER

SHEET STOCK

Poplar . . .	1/20", 1/16", 1/8", 3/16" & 1/4"
Unsel. Gum	1/8"
Red Gum	1/8"
Red Oak	1/8"
White Oak	1/8"
Birch	1/20", 1/16" & 1/8"
Sawn Qtd. White Oak . .	1/20", 1/16" & 1/8"

WE MAKE PANELS TO YOUR SIZES

ALSO

Carry a large quantity of stock sizes for immediate shipment

Are you receiving our lists?
Kindly write for same.

MILWAUKEE WISCONSIN
110-120 REED STREET

*"CASCO"
for a
better product.*

"CASCO"

WATERPROOF GLUE

FOR JOINTING AND VENEERING

STRONG—UNIFORM

USED COLD—EASILY PREPARED

ECONOMICAL

"CASCO" uniformity is assured because we manufacture all the casein used in "CASCO."

THE CASEIN MANUFACTURING CO.

Largest Manufacturers of Casein Products in the World

15 Park Row New York City

Branch offices in principal cities

Write for "CASCO" Red Book—A Manual on Veneers, Panel Making and Glue.

Samples of "CASCO" on request.

THE real test of a Veneer dryer is to use it. If its use shows conclusively that it turns out the best veneer with a minimum of trouble and expense, the first cost is soon forgotten. The illustration shows one of the two large

COE VENEER DRYERS

in the plant of the Wheeler Osgood Company, at Tacoma, Washington. They bought their first Coe in 1912. After extensive use of it (also other methods of drying), they bought their second Coe last year. We can refer you to many other similar cases.

THE COE ROLLER VENEER DRYER IS NOTED FOR: ITS SATISFACTORY SERVICE; ITS LABOR SAVING; THE HIGH QUALITY OF ITS PRODUCT

We build all the machinery for a veneer mill

The COE MANUFACTURING CO. PAINESVILLE OHIO, U. S. A.



“Louisville” Plywood

“MADE RIGHT” TO “STAY RIGHT”

Not catchy phraseology, but based on facts. Since 1889, thirty-three years of experience, we have built recognized quality in plywood.

Strict compliance with rigid specifications as to materials and workmanship is always enforced.

Face veneers are tightly cut, of full and uniform thickness, joints glued, balanced in matching for design, not clipper matched of random figure—the kind of face veneer that will increase the salability of your product.

Accurately dimensioned, smoothly sanded on both sides. In one plant in Louisville we manufacture all cores, cross-

banding and face veneer, for our plywood, scientifically machine dried.

This advantage is apparent in calculating manufacturing costs.

Our plywood prices, in common with other wood products, are at their lowest level—now is the right time to buy.

It would be to your interest to send your specifications of your plywood needs to us for prompt quotation

In
AMERICAN WALNUT
FIGURED MAHOGANY
SAWED Q. D. OAK
FIGURED RED GUM
and PLAIN WOODS

To Specifications or Stock Sizes

Under your finish “Louisville”
Tops Will Improve in Appearance—The Quality Is “Built-In”

The Louisville Veneer Mills

Manufacturers Good Veneers and Plywood Since 1889

Louisville, Kentucky

(Continued from page 34)

TORONTO

Hopes of an out-of-court settlement of the claims of the Province of Ontario against the Shevlin-Clarke Lumber Company, Fort Francis, are understood to have been abandoned by the Provincial Department of Lands and Forests. The proposed settlement deal has fallen through and the two suits will be fought out in the courts. It is denied that the sum of \$150,000 had been offered the government in settlement of the latter's claim.

One of Western Ontario's best known lumber merchants was killed in a motor accident between London and Sarnia a few days ago when William R. Lawrence of Sarnia was thrown from an automobile when it overturned into a ditch in a dense fog. Mr. Lawrence was almost instantly killed.

According to a report just issued by the Employment Service of Canada logging operations continue to expand. Eighty-two firms during the past month showed an increase to staffs of 1,149 workers, or over 14 per cent over the previous period. The volume of employment in this group is still below that of September and October of 1920.

Hubbard H. Hastings of Toronto, who is a member of the staff of National Hardwood Lumber Inspectors, has joined the ranks of the benedicts. A few days ago he was married at Laconia, N. H., to Miss Annie Carrigan. The couple have taken up their residence in Toronto. Mr. Hastings is a son of L. W. Hastings, St. Johnsbury, Vt., who is engaged in the lumber manufacturing business.

The death took place very suddenly in the bush a few days ago of John Malloy of McFadden & Malloy, the well-known lumber manufacturing firm at Blink River, Ont. The remains were taken to Pembroke for burial.

The steamer James Dempsey of the J. O. Nessen Lumber Company, Chicago, has arrived in port at Medford with 600,000 feet of lumber for the Seaman-Kent Company. The boat was unloaded on Thanksgiving day.

The Hardwood Market**CHICAGO**

In the Chicago territory hardwoods continue to hold the strength gained in the recent notable rally. However, the past week revealed a spirit of conservatism developing among the buyers and some sellers have found it more difficult to get their present asking prices. The demand for plain and quartered red gum and plain and quartered oak is especially good. There is an increased movement of No. 1 and No. 2 common in nearly all hardwood lumber because of the further increase in the deficit of FAS. This is especially true of poplar. The furniture and flooring people continue to be the largest takers of hardwoods. The distributors expect a seasonal slump in buying, but as yet that has not clearly developed, though the reappearance of the bargaining spirit among the buyers may be the early stages of this.

BUFFALO

The hardwood trade shows a little improvement over recent conditions and the market is gaining somewhat in strength. The yards are all selling a little more stock, but no boom has arrived yet, and there is plenty of lumber to be had in most grades. Wholesalers look for reasonable prices to rule in the near future, although they anticipate that an advance of fair proportions may take place next spring. It is stated that prices are fairly satisfactory, but what is most desired is a larger volume of sales, and that seems likely to be slow to develop.

The various hardwoods are all being called for to some extent and the demand is called well distributed. Birch is in pretty fair demand, as are oak, poplar and chestnut. The flooring trade has been showing improvement of late and an advance has taken place in both oak and maple flooring, both of which are now strong. Low grades are not showing much activity and prices remain depressed.

Certain Buffalo lumbermen are again demonstrating the decadence of the lake lumber traffic by bringing down a cargo or so of hardwoods this season and then after some consideration finishing the shipment all-rail. Freights in these days do not differ much, and though the rail trade is in smaller quantities always, it often happens that the shipper can sell 10,000 feet without putting it through his yard, when the cargo of 500,000 feet would have to be handled again.

BOSTON

The trade in general shows some improvement but rather lacks spirit. In finish there continues a fairly good gain. But this is effective on scarcely more than a fifth of the bulk of the trade here. The market, however, remains in general pretty firm. Especially gratifying, perhaps, is the stiffening in Nos. 1 and 2 common, showing a disposition on the part of many to turn to the common grades when they have always insisted on the better grades. The bulk of the trade here seems to be in demand of the hardwood yards and of the furniture makers. There is also a lesser improvement in demand from the piano makers. But trade is pretty dull

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.Main Office
BUFFALO, N. Y.

Complete stock of
Dry Northern Hardwoods
HARD MAPLE BIRCH
SOFT MAPLE BEECH
BASSWOOD ELM

MILLS AT PELLSTON AND MUNISING, MICHIGAN

For Better Service

The Chapman & Dewey Lumber Co., after thirty-four years in Kansas City, Mo., announces the removal of the main offices of the company to the Bank of Commerce Building in Memphis, Tenn. The Memphis office will be in touch, by long distance telephone, with our yards and mills at Marked Tree, Arkansas. Our stock of 15,000,000 feet of Southern Hardwoods will be immediately available to fill your requirements.

Chapman & Dewey Lbr. Co.

Main Office, Bank of Commerce Bldg., Memphis, Tenn.

W. C. DEWEY, Pres.
H. C. DEWEY, Treas.W. B. CHAPMAN, Vice-Pres.
A. SMITH, Sales-Manager

District Sales Office, 500 Rialto Bldg., Kansas City, Mo.

**STRABLE
Lumber & Salt Company**

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"

The sign to follow
for Maple Flooring

Maple, Birch, Basswood, Elm, Beech

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

Care All the Way Through

For years this firm has operated on a solid basis of conservatism. Care has characterized its every department. In log selection only the best is accepted; in manufacturing, quality outweighs quantity.

Soft textured oak ideal for good furniture, splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore make available to any line of woodworking a thoroughly reliable source of raw material.

Quick shipment, domestic or export, straight or mixed cars, all N. H. L. A. grades.

Try Stimson the Next Time

J. V. Stimson & Co.

Manufacturers of Fine Hardwoods

OWENSBORO

KENTUCKY

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE  RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)
CINCINNATI, OHIO

with the chairmakers, musical instrument manufacturers, auto body makers and railroads. Certainly there is not much vim in the export trade. Oak is not especially active. Poplar is improved to some extent. Demand for crating stock is somewhat improved. Birch and maple are moderately improved.

BUFFALO

Conditions in the hardwood trade here have shown further improvement during the last two weeks. Most of the woods are in fairly brisk demand, and the quotations on some of them have advanced from \$15 to \$20 per 1,000 feet on the lowest prices recorded. Information from all quarters is to the effect that extensive accumulations of stocks are not to be found anywhere, though the demand has not yet attained proportions that would prevent any and all unsettlement. It is still a case of some of the sellers underbidding others and cutting off a dollar or two to get the business, while buyers manifest a disposition to hold off as long as they can in the expectation that prices will go off again. Such a contingency, however, is hardly to be expected, since many of the consumers have drawn upon their assortment until these latter are reduced to a very low level, and replacements must be made if these users of lumber are to continue operations. In addition, the interest abroad in American hardwoods has grown decidedly, as is indicated by the frequency with which visitors from the United Kingdom especially make the swing around the circle in the United States. In one week several of them have been here, and it cannot be said that they came over just to pass the time. Some of the mills that had been shut down during the time when a surplus of lumber existed, and which contemplated resuming operations again have found this process less easy than they had supposed, so that the getting back into the running proved to be comparatively slow, and the additions to the stocks of lumber were correspondingly held down. Meanwhile the expansion in the inquiry for stocks of all kinds has been quite steady, and there is consequently no danger for the present that the production will outstrip the demand.

COLUMBUS

The hardwood trade in Columbus and Central Ohio territory is firm in all particulars. Buying is steady both from factories and retailers and prices are stronger as a consequence. The worst of the slump is now over, and a continuation of the good demand is expected by manufacturers and distributors alike.

Retail stocks are only fair and in many cases they are somewhat broken. As a result dealers are rather anxious to replenish them and are placing orders to be shipped the latter part of the year. The strongest items are flooring and siding. With a growing scarcity in the higher grades, demand is being shifted to a certain extent to the medium and lower grades. In fact the demand for all grades is better than formerly and prices are much more steady all along the line.

Factories making furniture, boxes, implements and pianos are buying more liberally.

CLEVELAND

Increases in hardwood prices in this market have followed the marked increase in demand with the promotion of housing and other construction through October and November. There is reason to believe that so much confidence has been inspired with the building public that operations will continue through the winter if weather is at all favorable. Since production is lower than the outlet, and shipments from producing points likewise ahead of the material being turned out by mills, it is the belief here that the present higher level will be maintained, if indeed still greater price increases do not materialize. Locally the average increase over the low levels attained with the slump in the summer is 20 per cent. This applies particularly to oak and all flooring, and to a considerable extent to interior finishes generally. The materials entering into general manufacture—automobiles, furniture, cabinet work and the like have failed to respond in such a marked degree, but this is accounted for easily, since the manufacturing trades are still out of the market. It is true there is some manufacturing hardwood being taken, but only in a "feeler" way.

CINCINNATI

There is a difference of opinion here among the hardwood distributors as to conditions of the market at the present time. Some dealers report a slight let-up in the demand for upper grades of hardwoods, while others contend that all grades are not as active as they were three weeks ago. Prices have shown no variation, but wholesalers predict that prices will weaken as the result of the mills accumulating stocks and the falling off in the demand. In some quarters red gum is said to be in good demand, while most dealers report the oak flooring business the only bright spot in the trade. Inquiries from the railroads are better than for some weeks and all indications point to some buying from this source shortly. A majority of the industrials are buying only limited amounts of hardwoods, although the furniture interests are making better purchasers than most of the other wood consuming industries.

Buyers are not placing orders as freely as they were two weeks ago, as many of them believe that railroad rates will shortly be reduced and

for that reason are making purchases only of items that are urgently needed. Exporters report a fair business, while the retail trade is not as brisk as it was several weeks ago.

INDIANAPOLIS

Little change has figured in the Indianapolis situation for some time. There is a note of confidence among the industrials, with the exception of the railroads, that is causing the general situation to assume a firm tendency which the trade believes will carry business through a satisfactory winter. Mills manufacturing flooring, sash and doors and interior finish, are still working to capacity because of the unprecedented volume of residential and apartment construction. The situation among the furniture factories is much better. Sixty days ago there were several in and around Indianapolis that were not working at all, but now there is not one but that is producing to some extent and some of them are manufacturing almost to capacity. Desk factories and other manufacturers of office furniture report business picking up a little bit, though these industries are slow in increasing production. The general tendency toward buying continues the same as during the summer. Executives are waiting until almost time to have the supplies before placing their orders and then they are shopping around as much as possible.

EVANSVILLE

There has been a marked improvement in the hardwood lumber situation in southern Indiana, southern Illinois and western and northern Kentucky during the past few weeks and in the opinion of manufacturers, business is going to remain fairly good the balance of the year. Mills are being operated more steadily than they were during the summer months and prices are tending upward. Scarcity of some grades is reported and because of this it is believed that prices will continue to rise for some time to come. There is more activity among the furniture manufacturing plants at Evansville, Owensboro, Ky., Henderson, Ky., Tell City, Ind., and Jasper, Ind., than there has been at any time this year and the factories in Evansville are being operated on about 80 per cent normal. Manufacturers believe that their trade is going to continue to improve from this time on. Collections are holding their own very well and general business conditions are gradually improving. Logs are coming in fairly well, although the recent hard rains in the logging districts in the south and along Green and Barren rivers in western Kentucky may delay logging operations for several weeks to come. Manufacturers of lumber say that indications point to a better demand for lumber next spring and summer and the prediction is freely made that 1922 will be a good building year and will in fact be larger than the present year has been.

MEMPHIS

The hardwood market continues firm, but, so far as demand is concerned, is somewhat more irregular than a short time ago. It is quite apparent, according to members of the trade here, that demand is being held in check in some directions because of the upward tendency of prices. Some consumers are disposed to await buying, apparently in the belief that they will be able to secure their requirements on a somewhat lower basis. Others are holding back because they do not want to carry large quantities of lumber into their inventories around the first of the year.

So far as being able to buy at lower prices later is concerned, it is practically the unanimous view of the trade in the producing end of the hardwood industry that delay in placing orders only means the penalty of higher prices when orders are placed. This has been the invariable experience of those who have followed this policy since the market turned upward a few weeks ago and it is felt that, with production on a limited scale and desirable stocks growing lighter practically every day, there is no valid reason why there should be any departure from this principle.

Those who are striving to place orders for shipment after Jan. 1, 1922, are on a rather cold trail for the reason that owners of lumber, in the uncertainty regarding production and in the light of the upward tendency of values, are indisposed, as a general rule, to make prices covering shipments so far ahead. Manufacturers themselves seem to appreciate far more fully than consuming interests the difficulties surrounding production and also the difficulties attendant upon efforts to buy in the open market, with the result that they are not at all disposed to take a chance on selling something they do not have immediately in sight.

Furniture manufacturers are buying in considerable volume, taking plain and quartered gum and oak in No. 1 common and better, with some purchases as low as No. 2 common in plain red and white oak and in gum. Flooring manufacturers and producers of interior trim are in the market in a substantial way and they are absorbing large quantities daily of No. 1 common and better in plain red and white oak and plain red and sap gum, with a fair sprinkling of No. 2 common in all the items described. There is likewise a fair general demand from other consuming interests. Perhaps the most disappointing feature is the slowness of ash and elm which are used largely by the automobile trade. These items are generally quite slow, although demand is reported somewhat better. In the meantime, ash is generally firmly held for the reason that, even though demand is not particularly heavy, there is no large supply thereof.

Export demand is considerably less active than a short time ago. The

DELTA HARDWOODS

BACK UP YOUR REPUTATION

BY THE USE OF HARDWOODS OF ESTABLISHED QUALITY. WE ARE PREPARED TO SUPPLY YOUR MOST EXACTING DEMANDS, BOTH IN SERVICE AND QUALITY, BECAUSE WE SPECIALIZE IN HARDWOOD LUMBER. OUR STOCKS ARE UNIFORMLY MANUFACTURED AND GRADED. THEY APPEAL TO THE CAREFUL BUYER AND LEAVE SATISFACTION IN THEIR WAKE.

WE STUDY
TO PLEASE YOU

Double Band Mills
|| Arkansas City, Ark.



VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar
KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL
A SUBURB OF KNOXVILLE
FONDE, KY., & DUFF, TENN.

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH		HARD MAPLE	
4/4 FAS	32,000'	4/4 6" and wider, 8' and longer	
4/4 Selects	5,000'	No. 1 Com. & Btr.	100,000'
4/4 No. 1 Common	30,000'	5/4 No. 1 Com. & Btr.	200,000'
4/4 No. 1 Com. & Btr.	30,000'	5/4 No. 2 Common	200,000'
4/4 No. 2 Common	100,000'	6/4 No. 1 Com. & Btr.	70,000'
5/4 FAS	15,000'	6/4 No. 2 Common	150,000'
5/4 Selects	65,000'	8/4 No. 2 Com. & Btr.	200,000'
5/4 No. 1 Common	5,000'	10/4 No. 1 Com. & Btr.	60,000'
5/4 No. 2 Common	150,000'	12/4 No. 1 Com. & Btr.	30,000'
8/4 No. 1 Com. & Btr.	11,000'		
SOFT ELM		SOFT MAPLE	
4/4 No. 2 Com. & Btr.	75,000'	4/4 No. 2 Com. & Btr.	150,000'
6/4 No. 1 Com. & Btr.	50,000'	6/4 No. 2 Com. & Btr.	14,000'
8/4 No. 2 Com. & Btr.	35,000'	4/4 No. 1 Com. & Btr.	100,000'
ASH		BASSWOOD	
4/4 No. 2 Com. & Btr.	100,000'	8/4 No. 1 Com. & Btr.	80,000'
5/4 No. 1 Com. & Btr.	25,000'	4/4 No. 2 Common	20,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.
NOT INCORPORATED
19 So. La Salle Street, CHICAGO

BEDNA YOUNG Lumber Company

Jackson, Tennessee

Sales Office, Indianapolis, Ind.
610 Lombard Building

Manufacturers of

Quartered White Oak
Quartered Red Oak
and Other Hardwoods

When in the market for

High Grade Lumber

please let us have your enquiries.

American Overseas Forwarding Company is booking at the rate of about 2,000,000 feet a week, which represents a shrinkage of more than 50 per cent compared with the average maintained during the closing weeks of October and early in November. Export interests appear to have bought enough for the present. In any event, they are displaying far less interest than a short time ago. Leading exporters here confirm the shrinkage in business with Europe reflected so clearly in the figures of the American Overseas Forwarding Company.

From a production standpoint, the situation is rendered much more unsatisfactory by the exceedingly heavy rains which have fallen over the greater portion of Southern Missouri, West Tennessee, Eastern Arkansas and Northern Mississippi during the past week or ten days. In some instances precipitation has ranged as high as 10 inches in 24 hours. Flood warnings are out for Black and White rivers in Arkansas and very high water is indicated from streams in Southern Missouri. It is quite apparent that the winter season has begun and that hopes of successful logging during the next few weeks have been blasted. A cold wave, with snow, is coming from the Northwest and storm warnings are displayed along the gulf coast, with the result that members of the trade anticipate some ugly developments when these cross currents meet somewhere in the lower Mississippi valley. Some owners of timber lands were organizing crews and getting ready to bring out logs but the appearance of such unfavorable weather so early in the season has checked their efforts in that direction and it is quite apparent that very little will be accomplished. The woods are now thoroughly waterlogged throughout the vast territory tributary to Memphis, unless the weather during the next few weeks is much better than that more recently experienced and unless greater progress is made with logging than now seems probable, the quantity of timber available for the mills is going to be very scant during the next few months. Practically the entire trade is a unit on this point.

The market continues to advance on all items which are scarce and which are in demand. The strongest upward tendency is noted in the case of plain red and white oak and plain red and sap gum in No. 1 common and better. There is very little red gum of any kind available, and, contrary to the expectations of many members of the trade, sap gum is developing into a position of very great strength. The supply of this is far smaller than was anticipated and demand for it is heavy. The call is extending even to No. 2 common and some members of the trade report pretty good sales of No. 3 common for use in box factories. There has been no recession of prices in any direction. The market has held its entire advance, and, while current prices are causing some consumers to await what they consider a more opportune time to place orders, it is quite generally felt that they, rather than owners, will be the losers through that policy.

There appears to be no doubt that somewhat larger production has resulted from the efforts put forth to increase output since the market resumed its upward tendency. A number of smaller mills have been placed in operation and some of the larger manufacturers, with mills close to their timber lands, have increased their output to some extent. But, even so, it is conceded that the increase in demand and in shipments has been greater than the increase in output, with the inevitable result that stocks have been further depleted.

MILWAUKEE

It has been more than eighteen months since so much real optimism has been manifest in the hardwood lumber trade as is being shown during the last half of November. The better feeling is not yet one of unbounded enthusiasm, but on every hand comment is heard indicating that a new era has begun and it is confidently believed that from this time forward improvement will grow steadily and surely.

One of the best evidences of the substantial nature of the optimism is the determination of a great many logging and lumber manufacturing concerns which at midyear dropped all thought of engaging extensively in woods work and mill operations this winter, to institute such operations on a nearly normal scale. When it is considered that in many instances mill owners still have considerable logs piled up in the woods as a carry-over from the logging season of 1920-1921, the fact that they hold strong faith in the immediate and distant future is leading them to resume woods work with the expectancy that the demand will increase to such an extent during the winter and spring that mills will need practically all of the additional input of logs planned for the coming four to five months. On a broad average, it is estimated that this winter's logging will be on the basis of 66 to 70 per cent of a five-year average.

Prices are on an upward scale as the result of a snappier demand which has assumed an unusually broad scope. This fact alone has injected new confidence in the present and future, for trade has been of such spotty characteristics for so long that the greater regularity of demand from a wider variety of sources is distinctly favorable. At the same time the call generally is still of a hand-to-mouth character, although some customers are inquiring for larger supplies, probably in anticipation of traffic difficulties in the next two to three months, although firmer prices also are a factor.

The best call at present is from furniture and cabinet factories, box and veneer plants, sash, door and interior trim plants, and flooring mills, the latter having experienced a very favorable effect from active building operations with excellent prospects for 1922.

LOUISVILLE

Demand for hardwoods continues active, the trade as a whole reporting better business at better prices. Production, while larger for some months, is still far below capacity, and quite a number of mills are still idle, but planning to start operations shortly after the first of the year. Demand for quartered and plain oak, red gum, walnut, poplar and ash is good. Ash is showing slow but steady improvement, while walnut is moving freely. Poplar siding is not as good as it was, but poplar lumber is moving nicely. Gum has been in very good demand. Manufacturers of veneers and glued up stocks report very good business so far as quantity of material in sales go, but prices are not satisfactory, and there is too much stock on the market today at below actual production cost, especially poplar cross banding, which is said to be selling as low as \$3.50 per thousand feet in some remote cases. It is said that low grades are moving a little better, although box factory demand is not at normal. Prices as a whole are firmer all along the line. Quartered oak in FAS is selling at around \$140 a thousand, and plain oak \$115. Inch common red gum is quoted at \$50, 6 4 at \$70, 8 4 at \$75, with the market showing steady improvement. Some slow down is anticipated about December 1, when the holiday and inventory period will cut in, but at the worst it will merely enable mills to improve their stock holdings.

ST. LOUIS

While there has been a slight falling off in demand from some quarters, the market is still active and prices are mostly steady, with increases reported.

Red and sap gum are the woods most in demand, with the upper grades of oak following them closely. An unusual feature of the market is the demand for No. 2 common red gum. No. 1 common being about out of the market. Good sales of No. 2 common to furniture manufacturers have been reported. Railroads are still buying little, but the furniture men are fair buyers.

An effort to get together on the part of union labor and employers should result in an early resumption of building here. Information from reliable sources is that \$20,000,000 worth of buildings will be put up here as soon as prices come down.

NEW ORLEANS

With the larger industrials throughout the North and East entering the hardwood market more actively within the past fortnight, the outlook continues steadily to brighten. There is some export business and some stuff is moving into the retail yards, but neither of these sources nor the railways are taking a considerable amount of the various kinds of hardwoods at the present time with the result that the bulk of the increased business comes directly from the enhanced activity of the industrials. Foremost among these are the manufacturers of furniture.

Prices remain tenaciously firm on the lower grades, which still are practically untouched in their superabundance and they are showing a very marked upward trend on practically all the better grades, which, undoubtedly, is brought about through the great and increasing scarcity of every thing better than No. 2 Common. The box manufacturers also are proving to be active buyers again on a big scale. They and the furniture people are in the market strongly for apparently all the better grades of the various kinds of gum they can obtain and the result of this increased demand is having a marked tendency to run the prices of this particular kind of hardwood well over above the advances being effected in other kinds.

TORONTO

During the past week there has been a material stiffening in the prices of hard woods and a fair crop of inquiries, but the market continues to be a difficult one in which to do business. Comparatively few sales are being made, particularly during the past week, due largely to bad weather conditions, which have had a deterrent effect on the market. There is a strong demand for 2½" birch and dealers could handle a lot of it if it was available. Common and better is now in good demand, replacing firsts and seconds, which are very scarce on the Ontario market. One feature of the market during the past two weeks is that there have been quite a number of distress stocks disposed of, and there has been a general disposition among a number of the wholesalers and mills to let stocks go at a heavy sacrifice. The testimony of the Toronto wholesale trade, however, is that business is slightly on the up-grade and that the outlook for the lumber trade is considerably brighter. It is generally conceded that price recessions have subsided. The stocks of many retailers are getting low and the recent advancements of the upper grades in western forest products is taken as a hopeful sign that things are now on the mend. The situation as regards the outlook for logging operations has not improved, and the indications are that activities in this direction will be greatly curtailed this year. Whether there will be any further liquidation in prices remains to be seen, but the consensus of opinion is that there will be very few. The price of production has now about struck rock bottom in the matter of wages, cost of supplies, etc., while the efficiency of the men is much higher than it was a year ago.

CHICAGO

The World's Greatest Lumber
and Woodworking Center

Maisey & Dion
Hardwoods
KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 to 2423 So. LOUIS ST.
TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

Southern Hardwoods
OAK—ASH—GUM—CYPRESS

SAWMILLS

Port Barre, La.; Hazelwood, La.;
Wildsville, La.; Jonesville, La.;
Whelen Springs, Ark.

Aberdeen Lumber Co.
1221 Lumber Exchange Bldg., Chicago, Ill.

CLARENCE BOYLE

ESTABLISHED 1850 INCORPORATED 1913

MANUFACTURERS
AND WHOLESALEERS

Southern Hardwoods
and Cypress

1205 Lumber Exchange Building
BAND SAW MILLS
WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company
LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE HAVE A GOOD STOCK OF
5/8 to 16/4 ASH

AND A COMPLETE STOCK OF
4/4 to 8/4 POPLAR

LET US HAVE YOUR INQUIRIES

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

Space—Plus—Service

- 1—Space
(Buying Power, \$376,000,000)
- 2—Bulletin
of Consumers
- 3—Copy Writing
- 4—"Hardwoods For Sale"
Section

Economy Commensurate With Value
HARDWOOD RECORD

EMERSON SAYS—

"If a man can write a better book, preach a better sermon, or make a better mouse trap than his neighbor, though he build his house in the woods, the world will make a beaten path to his door."

Altho' we have only been in business for the past 18 months we can see unmistakable signs of the beaten path already.

The Answer Is
WE DELIVER THE GOODS

R. R. May Hardwood Co.
616 INTERSOUTHERN BUILDING

W. P. Brown & Sons Lumber Company

INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLPORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR, ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

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No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

A veneer lathe operator, man preferred who is used to cutting northern hardwoods. State experience and references. Address Box 820, care HARDWOOD RECORD.

WANTED—MANAGER

For a veneer cutting department. Young married man preferred, who has a fair idea of how to cut veneers and who understands working up northern hardwoods. Address Box 827, care HARDWOOD RECORD.

REAL OPPORTUNITY FOR FACTORY SUPERINTENDENT

Established growing factory in small city forty miles from Chicago wants superintendent prepared to invest \$5,000 to \$10,000 and thus thoroughly identify himself with the business. A wonderful opportunity for the right man who has successfully run a woodworking factory, knows how to handle men and has saved his money. Address in confidence, "MANUFACTURER," 543 McCormick Bldg., Chicago, Ill.

EMPLOYMENT WANTED

YOUNG WOMAN

Attractive, good cook, college graduate (interested in home making rather than professional life), would consider position as housekeeper in refined home—preferring entire charge. References exchanged. Address Box 807, care Hardwood Record.

LUMBER WANTED

WANTED HARDWOOD SAWDUST

We buy carloads dry Maple, Birch, Beech and Hickory. Also air-dried and green sawdust. Send samples and quote prices to ACME SAWDUST CO., 76 North 6th St., Brooklyn, N. Y.

WANTED—GUM MILL CONNECTION

Will buy Gum cut outright for cash or make exclusive arrangement to sell to the trade on some guaranteed basis. Describe what stock in Gum you have on sticks now as to thickness, the per cent of each grade, whether you manufacture mostly Red or Sap Gum, band or circular sawn, and how many feet per day you saw, where located, and any other particulars. If conditions agreeable, would consider an arrangement paying cash for stock as piled. Address ABC, care HARDWOOD RECORD.

LUMBER WANTED

WANTED

1 or 2 cars 14-foot foundation timbers, prefer 6x8 White Oak, but might use other sizes and kinds. In quoting state age, size and kind. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

LUMBER FOR SALE

FOR SALE—MAPLE

No. 2 C. & Btr. 8 4" Soft Maple, dry J. M. STEARNS & SONS, North Vernon, Ind.

FOR SALE

At reasonable price, 80,000 ft. 1" No. 3 common and better Michigan Popple.

J. T. Lombard, Hastings, Mich.

FOR SALE

One or two cars 8/4 Mill Run Hickory. Make us offer F. O. B. cars Ingleside, Miss.

Humphreys Bros., Ingleside, Miss.

FOR SALE—HARD MAPLE

Two cars 2 1/2"—1st and 2nds.

Two cars 2 1/2"—No. 1 common.

Choice, dry, band sawn stock for immediate shipment. For attractive prices, address HUNTINGTON & FINKE CO., Buffalo, N. Y.

FOR SALE—BUCKEYE

Two cars 4/4 1s and 2s Buckeye. The stock is band sawn, contains excellent widths and lengths. Bright, dry and well manufactured.

BUTZ LUMBER COMPANY.

Odd Fellows' Building
Wilmington, Delaware.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

HARDWOODS AT SACRIFICE PRICES

CLOSING FACTORY HAS FOR QUICK SALE IN NOT LESS THAN CARLOAD LOTS ABOUT 150,000 FT. OF ASSORTED ASH, ELM, BASS, BIRCH, MAPLE AND BOXING PINE; ALMOST ALL NOS. 1 AND 2 GRADES; MOSTLY ASH; ABOUT HALF KILN DRIED; BALANCE AIR DRIED; ALL F. O. B. BELVIDERE, NEW JERSEY. WILL SELL WELL BELOW MARKET, WITH EXTRA CUT IF SOLD IN ONE LOT. INVENTORY AND FURTHER PARTICULARS FROM WILLIAM MORE, MANAGER. AMERICAN TYPE FOUNDERS COMPANY, BELVIDERE, NEW JERSEY; TELEPHONE BELVIDERE 56.

LOGS FOR SALE

LOGS FOR SALE

Ebony, Spanish Cedar, Siam Teak, fancy imported cabinet woods. Have some choice parcels of the first three woods at importers' prices. Write or telegraph.

J. H. DIECKMANN, JR., 110 Sutter Street, San Francisco, Cal.

LOGS WANTED

WE ARE BUYING

Cherry and Walnut logs and lumber. CHERRY LUMBER COMPANY, St. Bernard Sta., Cincinnati, O.

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Ten-inch and up in diameter. Will pay highest cash price and inspect at loading point. Write us. J. W. FRYE LBR. & VENEER CO., Dayton, Ohio.

WANTED

Second Growth White Ash Logs 10" and up, 10 and 13 feet long. Must be good quality, northern stock only. Cash f.o.b. loading point.

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LOGS WANTED

100,000 ft. per month No. 1 Mahogany logs. 100,000 ft. per month White Oak logs for delivery Los Angeles, Cal. Quote best price, address "Mah-Oak," care HARDWOOD RECORD.

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The Hardwood Record has been concentrating on the perfection of a tally book suitable to the most exacting demands of the trade. We are prepared to supply these books, both as to cover and tickets, doing such printing as is necessary to make a complete job. The tickets may be had in duplicate and triplicate, printed on waterproof paper, etc.

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WANTED HARDWOOD TIMBER

30 to 40 million feet located in Arkansas, Mississippi or Louisiana, near railroad. Will buy either in fee or stumpage only. Send complete details. Address Box 813, care Hardwood Record.

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FOR SALE

Northern Wisconsin and Upper Michigan Timber Tracts, ranging from 5 to 20 Million feet, well located, close to shipping points, at reasonable prices and terms. Now is the time to buy.

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TIMBER FOR SALE**HARDWOODS**

Eleven thousand acres very fine Hardwood in southwestern Arkansas running heavily to forked leaf white oak and hickory. A quality proposition. Address Box 819, care HARDWOOD RECORD.

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Of good hardwood, nearly half of which is cypress and ash, on easy terms. Located within one mile of the main line of the Atlantic Coast Line Railroad in South Carolina. C. J. BAKER, P. O. Box 400, Charleston, S. C.

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A real bargain in about 60,000,000 feet of good timber near the Soo, about 40% Red Birch, 30% Maple, balance Hemlock, Pine, Spruce and Cedar. Fair logging and excellent shipping facilities. W. H. Ranson, Sault Ste. Marie, Mich.

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1,250,000 feet virgin pine hardwood timber near Frisco R. R., Amory, Miss. Additional good timber at bargain prices in surrounding territory. Splendid small mill site. Write for instructions concerning investigation. HOUSTON BROTHERS, VICKSBURG, MISS.

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Complete 8" Band Mill, Planing Mill, Saw Mill, town with 100 dwellings, commissary building, hotel and boarding houses. Everything complete. Mill and townsite located on about 800 acres of land, healthy location, artesian well. Logging Equipment consists of three (3) locomotives, twenty-five (25) cars, one Clyde Skidder (2 line re-haul), two loaders, twenty-five miles of rail with track constructed through one hundred million feet of the finest hardwood timber in the South. All located in South Mississippi. Timber runs about 80 to 85% fine Red Gum, balance Oak (Red & White), Tupelo, Red Cypress, etc. Everything ready for immediate operation. Address Box 823, care HARDWOOD RECORD.

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A used gasoline driven lumber filing machine, preferably one known as "The Skypillit." JOHN I. SHAFER HDWD. CO., South Bend, Ind.

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One 5-ton 1919 Model Holt Caterpillar in excellent condition; also 4 8-wheel Log Wagons, Hemming make. McCORMICK LAND & LUMBER CO., McCormick, S. C.

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Logging equipment, sleighs, water tanks, jammers, tackle, etc. Also full camp equipment, springs, mattresses, blankets and kitchen utensils for 150 men. Address Box 826, care HARDWOOD RECORD.

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Manufactured by Owensboro Wagon Co., Owensboro, Ky., new, perfect condition, knocked down, in original crates. Recently purchased from War Department, 3 $\frac{3}{4}$ x12 Skeen axle, 4x5 $\frac{1}{2}$ tires, 40" wheels, capacity 5 tons, equipped with brakes, price \$106.00 each. This is less than one-half present price. WALTER H. WILMS, 523 Richmond Avenue, Buffalo, N. Y.

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30,000 pcs. 1 $\frac{1}{2}$ x1 $\frac{1}{2}$ x26 Oak Squares, clear and dry stock. Address William Merkel, Sunnyside, N. J., R. F. D., from Annandale.

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Chair Backs, Chair Rails, Table Tops, Table Legs and other Hardwood Dimensions cut to order from dry stock. Write us for prices. Mill and Factory, 3103 Carrollton Ave., New Orleans, La. Excel Lumber Co., Inc.

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Any gauge, type or weight. Have large stock to select from, located our own shops here. All first-class condition. Immediate shipment from stock. Also have cars, cranes, etc. Full information mailed upon request.

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of reliable Hardwood mills wanted, stock suitable for New York market, particularly Poplar, Chestnut, Oak, Basswood, Gum, Maple, Birch and Oak and Maple Flooring. Arrangement whereby mill invoice to customers considered or advertiser would carry credit. Advertiser parties of highest financial standing, thoroughly responsible and will bear full investigation. Reply fully and if favorable, advertiser will visit mill. Address Box 821, care HARDWOOD RECORD.

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Would like to organize new company and put our plant in, or simply take in new capital. Fine opening for first-class superintendent, office man, or would consider surrendering management to right party. Investigation invited. Address Box 822, care HARDWOOD RECORD.

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SEL. & BTR., 4/4, 5/4", 50% each thickness.
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NO. 1 C. & BTR., white, 10/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", av. wdths. & lgths., 1 yr. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.

NO. 2 C., 6/4, 8/4, 10/4, 12/4". S. P. COP-
POCK & SONS LBR. CO., Fort Wayne, Ind.

NO. 1 & 2 C., 4/4-12/4", good av. wdths. & lgths., yr. dry, La. stock. CORNELIUS LBR. CO., St. Louis, Mo.

FAS, white, 4/4-16/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

LOG RUN, 4/4-16/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4, 10/4, 12/4; NO. 1 C., 4/4, 8/4, 10/4; NO. 2 C., 4/4, 6/4, 8/4, 10/4, 12/4, 16/4"; NO. 1 C. & BTR., 6/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 4/4, 16/4", reg. lgths., dry. HARRY H. MAUS LBR. CO., So. Bend, Ind.

COM. & BTR., 4/4, 16/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", 60% 14 & 16", 8-12 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, NO. 1 & 2, white, 8/4", good wdths., largely 12' long. Ind. stock, 18 mos. dry; FAS, NO. 1 & NO. 2, white, 10/4" good wdths.,

largely 12' long. Ind. stock, yr. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, 4/4, 6/4, 8/4", reg. wdths. & lgths., 3-6 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 3-10 mos. dry; NO. 1 C., 4/4-16/4", reg. wdths. & lgths., 3-10 mos. dry; NO. 2 C., 4/4-8/4", reg. wdths. & lgths., 3-10 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 10/4"; NO. 2 C. & BTR., 4/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry, northern stock, tough texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 1 & 2 C., 50%, each grade, yr. dry. BISSELL LBR. CO., Marshfield, Wis.

NO. 1 C. & BTR., 4/4", av. wdths. & lgths., 6 mos. dry; NO. 1 C., NO. 2 C., both, 4/4", av. wdths. & lgths., 6 mos. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.

FAS, 4/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 2 & BTR., 4/4", 3" & up, 4' & up, 6 mos. dry; NO. 1 C. & BTR., 5/4", 4" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C., 4/4", kiln dried. MAISEY & DION, Chicago, Ill.

FAS, 4/4", SEL. & NO. 1 C., 4/4"; NO. 2 C., 4/4", 8/4"; NO. 2 C. & BTR., 5/4", 6/4"; NO. 3 C., 5/4", 6/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 2 C. & BTR., 4/4", 5/4", reg. lgths., dry. HARRY H. MAUS LBR. CO., So. Bend, Ind.

ALL GRADES (grades piled separately), 4/4", reg. wdths. & lgths., yr. dry; NO. 1 C. & BTR. (50% & BTR. FAS), 5/4", reg. wdths. & lgths., 5 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

FAS, 4/4"; NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BEECH

LOG RUN, 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 10/4". S. P. COPPOCK & SONS LBR. CO., Fort Wayne, Ind.

LOG RUN, 6/4", good av. wdths. & lgths., La. stock, 6 mos. dry. CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 5/8", 3" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

HIGH GRADE, 4/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4", 8/4". KING MILL LBR. CO., Paducah, Ky.

HARDWOODS FOR SALE

NO. 2 & BTR., 4/4-10/4", 60% 14" & 16", 8-12 mos. dry. **L. D. MURRELLE LBR. CO.**, Memphis, Tenn.

LOG RUN, 4/4, 5/4, 8/4", av. widths. & lgths., dry. **STRABLE LUMBER & SALT CO.**, Saginaw Mich.

BIRCH

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. **BISSELL LBR. CO.**, Marshfield, Wis.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4", av. widths. & lgths., 1 yr. dry; **NO. 2 C.**, 4/4, 5/4", all widths. & lgths., yr. dry; **NO. 1 C.**, 5/4, 6/4", all widths. & lgths., yr. dry. **C. C. COLLINS LBR. CO.**, Rhinelander, Wis.

NO. 2 & BTR., 6/4, 8/4". **CHAS. W. FISH LBR. CO.**, Elcho, Wis.

HIGH GRADE, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". **JACKSON & TINDLE, INC.**, Grand Rapids, Mich.

FAS. NO. 1 C., **NO. 2 C.**, all 4/4". **KING MILL & LBR. CO.**, Paducah, Ky.

NO. 1 C., 3/4", air dried; **NO. 1 C.**, 3/4", kiln dried; **FAS. 4/4"**, kiln dried; **NO. 1 C.**, 4/4", kiln dried. **MAISEY & DION**, Chicago, Ill.

NO. 1 C. & BTR., 4/4-12/4"; **NO. 2 C.**, 4/4-8/4"; **NO. 3 C.**, 4/4-8/4". **MASON-DONALDSON LUMBER CO.**, Rhinelander, Wis.

NO. 1 C., 4/4" (30% selects), reg. widths. & lgths., yr. dry; **NO. 1 C. & UP** (50% & BTR. **FAS.**), 5/4, 6/4, 10/4", reg. widths. & lgths., 5 mos. & up dry; **NO. 1 C. & UP** (70% **FAS.**), 8/4", reg. widths. & lgths., yr. dry. **STEARNS & CULVER LBR. CO.**, L'Anse, Mich.

SEL. & BTR., 80% **FAS.**, 4/4", 15-20%, 10" & up, 50% 14" & 16", dry; **NO. 1 & BTR.**, 60-75% **FAS.**, 5/4", 15-20%, 10" & up, 50% 14" & 16", dry; **NO. 1 & BTR.**, 75% **FAS.**, 6/4", av. width, 50% 14" & 16", dry; **NO. 1 & BTR.**, 50% **FAS.**, 8/4", av. width, 50% 14" & 16", dry; **NO. 1 & BTR.**, 50% **FAS.**, 10/4", av. width. & lgth., dry. **STRABLE LUMBER & SALT CO.**, Saginaw, Mich.

NO. 2 C. & BTR., 4/4-16/4", reg. widths., std. lgths., 2 yrs. dry. **YEAGER LBR. CO.**, Buffalo, N. Y.

BUTTERNUT

LOG RUN, 4/4", 3" & up, 4" & up, 6 mos. dry. **HOFFMAN BROS. CO.**, Fort Wayne, Ind.

CHERRY

ALL GRADES, 4/4-16/4". **G. ELIAS & BRO., INC.**, Buffalo, N. Y.

NO. 2 C. & BTR., 4/4". **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

CHESTNUT

NO. 2 C. & BTR., 4/4". **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

COTTONWOOD

FAS., 4/4", reg. widths. & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

LOG RUN, 4/4". **BELLGRADE LUMBER CO.**, Memphis, Tenn.

NO. 1 C. & SEL., 4/4", ran. widths., 50-60% 14" & 16", 8 mos. & over dry. **BREECE MFG. CO.**, Portsmouth, O.

FAS., 4/4". **C. B. COLBORN**, Memphis, Tenn.

NO. 1 C. & BTR., 4/4". **S. P. COPPOCK & SONS LBR. CO.**, Fort Wayne, Ind.

FAS., 4/4", 6" & wider, 60% 14" & 16", La. stock, 8 mos. dry; **BX. BDS.**, 4/4, 9-17", 60% 14" & 16", La. stock, 8 mos. dry. **CORNELIUS LBR. CO.**, St. Louis, Mo.

FAS., 4/4", 6-12". **NO. 1 C. & SEL.**, 4/4", 6-12". **DARNELL-LOVE LBR. CO.**, Leland, Miss.

NO. 2 C. & BTR., 4/4", reg. widths. & lgths. **DICKSON & LAMBERT LBR. CO.**, Memphis, Tenn.

NO. 2 C., 5/4". **G. ELIAS & BRO., INC.**, Buffalo, N. Y.

FAS. NO. 1 C., **NO. 2 C.**, all 4/4". **KING MILL & LBR. CO.**, Paducah, Ky.

FAS., 4/4", bone dry; **NO. 1 C.**, 5/4", bone dry; **NO. 1 C. & BTR.**, 8/4", approximately 50% **FAS.**, bone dry. **CYRUS C. SHAFER LBR. CO.**, So. Bend, Ind.

NO. 1 C. & SEL., 4/4-5/4", reg. widths. & lgths.; **NO. 2 C.**, 4/4", reg. widths. & lgths.; **NO. 3 C.**, 4/4", reg. widths. & lgths. **WISCONSIN LBR. CO.**, Chicago, Ill.

CYPRESS

NO. 1 C., 4/4", ran. widths., 50-60% 14" & 16", 8 mos. & over dry; **CULL & PECK**, 4/4", ran. widths., 50-60% 14" & 16", 8 mos. & over dry. **THE BREECE MFG. CO.**, Portsmouth, O.

SEL. Pantherburn, 6/4"; **SHOP** Pantherburn, 4/4, 5/4"; **NO. 1 C.** Pantherburn, 1x6, 1x8, 4/4"; **NO. 2 C.** Pantherburn, 1x6, 1x8 & 4/4"; **NO. 1**

BOXING Pantherburn, 1x6. **DARNELL-LOVE LBR. CO.**, Leland, Miss.

SHOP & NO. 1 & 2 C., 4/4", reg. widths. & lgths. **DICKSON & LAMBERT LBR. CO.**, Memphis, Tenn.

FAS., 5/4", reg. widths. & lgths.; **SELS.**, 6/4", reg. widths. & lgths.; **NO. 1 SHOP**, 4/4, 6/4", reg. widths. & lgths.; **NO. 1 C.**, 4/4, 5/4, 6/4", reg. widths. & lgths.; **NO. 2 C.**, 4/4, 5/4, 6/4", reg. widths. & lgths.; **NO. 1 C.**, 4/4, 8-10-12", reg. lgths.; **NO. 2 C.**, 4/4", 8-10-12", reg. lgths. **WISCONSIN LBR. CO.**, Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths., std. lgths., 2 yrs. dry. **YEAGER LUMBER CO.**, Buffalo, N. Y.

ELM—SOFT

NO. 2 C., 6/4", reg. widths. & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. **BISSELL LBR. CO.**, Marshfield, Wis.

LOG RUN, 8/4", reg. widths. & lgths., yr. dry. **BUFFALO HDWD. LBR. CO.**, Buffalo, N. Y.

LOG RUN, 8/4, 4/4, 12/4", reg. widths. & lgths. **FRANK A. CONKLING CO.**, Memphis, Tenn.

NO. 2 C. & BTR., 4/4". **CHAS. W. FISH LBR. CO.**, Elcho, Wis.

NO. 2 C. & BTR., 4/4, 10/4, 12/4", & wider, 4" & longer, 6 mos. dry. **HOFFMAN BROS. CO.**, Fort Wayne, Ind.

HIGH GRADE, 10/4, 12/4". **JACKSON & TINDLE, INC.**, Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4-12/4", reg. lgths., dry. **HARRY H. MAUS LBR. CO.**, South Bend, Ind.

COM. & BTR., 4/4-12/4". **MEMPHIS BAND MILL CO.**, Memphis, Tenn.

NO. 2 C. & BTR., 6/4, 10/4". **PRITCHARD-WHEELER LBR. CO.**, Memphis, Tenn.

FAS. NO. 1 & NO. 2, 12/4, 16/4", good widths., 25% 14" & 16", yr. dry, southern. **JOHN I. SHAFER HDWD. CO.**, South Bend, Ind.

NO. 2 C. & UP, Michigan, 4/4", reg. widths. & lgths., yr. dry; **NO. 1 C. & UP**, Michigan (55% **FAS.**), 8/4", reg. widths. & lgths., yr. dry. **STEARNS & CULVER LBR. CO.**, L'Anse, Mich.

NO. 2 C. & BTR., 4/4". **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

ELM—ROCK

LOG RUN, 5/4". **BELLGRADE LBR. CO.**, Memphis, Tenn.

LOG RUN, 8/4", ran. widths., 50% 14" & 16", 8 mos. & over dry. **BREECE MFG. CO.**, Portsmouth, O.

GUM—PLAIN RED

NO. 1 C., 4/4", reg. widths. & lgths., dry. **BEDNA YOUNG LBR. CO.**, Jackson, Tenn.

GUM—QUARTERED RED

NO. 2, 4/4", 9-17", 40% 14" & 16", 8 mos. dry, clear cutting. **CORNELIUS LBR. CO.**, St. Louis, Mo.

NO. 1 C. & SEL. **DARNELL-LOVE LBR. CO.**, Leland, Miss.

NO. 2 C. & BTR., 4/4", reg. widths. & lgths. **DICKSON & LAMBERT LBR. CO.**, Memphis, Tenn.

NO. 1 C. & BTR., 4/4", 3" & up, 4" & up, 6 mos. dry. **HOFFMAN BROS. CO.**, Fort Wayne, Ind.

NO. 1 & SEL., 5/4", reg. widths. & lgths., 5 mos. dry. **D. S. WATROUS CO.**, Memphis, Tenn.

NO. 1 C. & BTR., 5/4", 8/4", reg. widths. & lgths., dry. **BEDNA YOUNG LBR. CO.**, Jackson, Tenn.

GUM—SAP

BOX BDS., 4/4", 9-12" & 13-17", reg. lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

FAS., 8/4". **NO. 1 C.**, 8/4". **BELLGRADE LBR. CO.**, Memphis, Tenn.

NO. 2 C. & BTR., 6/4", ran. widths., 50-60% 14" & 16", 8 mos. & over dry. **BREECE MFG. CO.**, Portsmouth, O.

NO. 1 & BTR., qtd, 6/4", 9-17", 60% 14" & 16", 8 mos. dry, La. stock. **CORNELIUS LBR. CO.**, St. Louis, Mo.

FAS., 8/4"; **NO. 1 C.**, 8/4". **GRISMORE-HYMAN CO.**, Memphis, Tenn.

FAS., 4/4"; **NO. 2 C.**, 5/4"; **NO. 1 C. & BTR.**, qtd, 6/4". **THE HYDE LBR. CO.**, South Bend, Ind.

NO. 1 & 2 C., 4/4, 5/4". **PRITCHARD-WHEELER LBR. CO.**, Memphis, Tenn.

NO. 1 C., 4/4", bone dry. **CYRUS C. SHAFER LBR. CO.**, South Bend, Ind.

NO. 1 & SELS., 4/4", reg. widths. & lgths., 5 mos. dry; **FAS.**, 6/4", reg. widths. & lgths., 5 mos. dry; **NO. 1 & FAS.**, qtd., 10/4", 30% 10" & wider, 60% 14" & 16", 5 mos. dry. **D. S. WATROUS CO.**, Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4, 6/4", reg. widths. & lgths.; **NO. 2 C.**, 4/4", reg. widths. & lgths.; **NO. 3 C.**, 4/4", reg. widths. & lgths.; **FAS.**, 5/4", 6/4", reg. widths. & lgths. **WISCONSIN LBR. CO.**, Chicago, Ill.

GUM—MISCELLANEOUS

NO. 2 C., pl. & qtd. red, 4/4, 5/4", reg. widths. & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

NO. 1 C. & BTR., qtd. black, 4/4", ran. widths., 50-60% 14" & 16", 8 mos. & over dry. **BREECE MFG. CO.**, Portsmouth, O.

BX. BDS., 4/4x13" & up. **S. P. COPPOCK & SONS LBR. CO.**, Fort Wayne, Ind.

FAS & NO. 1 C., fig. red, 4/4-8/4". **MEMPHIS BAND MILL CO.**, Memphis, Tenn.

NO. 2 & BTR. qtd. black, 4/4", 60% 14" & 16", 8-12 mos. dry. **L. D. MURRELLE LBR. CO.**, Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4". **BELLGRADE LBR. CO.**, Memphis, Tenn.

HICKORY

LOG RUN, pecan, 6/4, 8/4". **BELLGRADE LBR. CO.**, Memphis, Tenn.

LOG RUN, 8/4", ran. widths. 50-60% 14" & 16", 8 mos. & over dry; **MILL RUN, PECAN**, 8/4", ran. widths. & lgths., 50% to 60% 14" & 16", 8 mos. & over dry. **THE BREECE MFG. CO.**, Portsmouth, O.

LOG RUN, 8/4", reg. widths. & lgths., 10 mos. dry. **BUFFALO HDWD. LBR. CO.**, Buffalo, N. Y.

FAS. NO. 1 C., **NO. 2 C.**, all 6/4". **NORTH VERNON LBR. MILLS**, North Vernon, Ind.

NO. 2 C. & BTR., pecan, 5/4, 6/4, 8/4". **PRITCHARD-WHEELER LBR. CO.**, Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, 7/4, 8/4". **WOOD-MOSAIC CO., INC.**, Louisville, Ky.

MAHOGANY

ALL THICKNESSES, HONDURAS & MEX., 12/4, 16/4", especially dried. **FREIBERG MAHOGANY CO.**, Cincinnati, Ohio.

MAGNOLIA

LOG RUN, 4/4", 9-17", 40% 14" & 16", 8 mos. dry. **La. stock. CORNELIUS LBR. CO.**, St. Louis, Mo.

NO. 2 & BTR., 4/4", 60% 14" & 16", 8-12 mos. dry. **L. D. MURRELLE LBR. CO.**, Memphis, Tenn.

MAPLE—HARD

NO. 2 & BTR. (not over 20% NO. 2) 10/4", 18 mos. dry. **BISSELL LBR. CO.**, Marshfield, Wis.

NO. 1 C. & BTR., 10/4", reg. widths. & lgths., yr. dry. **BUFFALO HDWD. LBR. CO.**, Buffalo, N. Y.

FAS., 4/4", 6" & wider, 8' & longer, yr. dry. **C. C. COLLINS LBR. CO.**, Rhinelander, Wis.

ALL GRADES, 4/4-16/4". **G. ELIAS & BRO., INC.**, Buffalo, N. Y.

NO. 2 & BTR., 6/4". **CHAS. W. FISH LBR. CO.**, Elcho, Wis.

QUARTER SAWED, 4/4, 5/4, 6/4, 8/4"; **END DRIED**, white, 4/4, 5/4, 6/4, 8/4"; **NO. 1 C. & B.**, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; **NO. 3 C.**, 4/4, 5/4, 6/4". **JACKSON & TINDLE, INC.**, Grand Rapids, Mich.

SEL. & UP, 15% **SELS.**, Michigan, 4/4", 6" & up, reg. lgths., yr. dry; **NO. 1 C. & BTR.**, Michigan, 5/4 6/4, 8/4, 10/4", reg. widths. & lgths., 4-12 mos. dry; **NO. 3 C.**, 4/4", reg. widths., 14", 5 mos. dry; **NO. 3 C.**, full run, 4/4, 5/4", reg. widths. & lgths., yr. dry. **STEARNS & CULVER LBR. CO.**, L'Anse, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. widths., std. lgths., yr. dry. **YEAGER LBR. CO.**, Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4". **BELLGRADE LBR. CO.**, Memphis, Tenn.

NO. 2 & BTR. (not over 25% NO. 2) 8/4", 20 mos. dry. **BISSELL LBR. CO.**, Marshfield, Wis.

LOG RUN, southern, 5/4, 8/4, 10/4, 12/4". **GRISMORE-HYMAN CO.**, Memphis, Tenn.

COM. & BTR., 4/4-12/4". **MEMPHIS BAND MILL CO.**, Memphis, Tenn.

NO. 2 C. & UP, 4/4, 8/4", reg. widths. & lgths., yr. dry. **STEARNS & CULVER LBR. CO.**, L'Anse, Mich.

HARDWOODS FOR SALE

NO. 2 C. & BTR., 1 1/2, 6 1/4, 8 1/4" WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

NO. 1 & 2 C., 3 1/4, 4 1/4, 5 1/4, 6 1/4, 8 1/4, 10 1/4" reg. widths & lgths., 6 mos. dry. BARR HOLIDAY LBR. CO., Greenfield, O.
NO. 1 C. & SEL., 3 1/4, NO. 2 C., 1 1/2, 5 8"
CROSSING PLANK, 3 1/4, NO. 3 C., 5 8, 3 1/4"
DARNELL-LOVE LBR. CO., Leland, Miss.
NO. 2 C. & BTR., 4/4-6/4", reg. widths & lgths.
DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4", CHAS. W. FISH LBR. CO., Elcho, Wis.
NO. 1 C. & SEL., GRISMORE-HYMAN CO., Memphis, Tenn.

FAS., 1 1/2, air dried, NO. 1 C., 1 1/2", air dried, NO. 1 C., 4/4", kiln dried, MAISEY & DION, Chicago, Ill.

NO. 2 & BTR., 1 1/2, 8 1/4, 6 1/4, 14 & 16", 8-12 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4", NO. 2 C., 5/8, 3/4, 5/4, 6/4", FAS., 5/8, 6/4, 8/4", NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 & 2 C., 4/4, 5/4", NO. 1 C. & BTR., 8/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 2 C., 4 1/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. widths, std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. widths & lgths., dry; NO. 2 C., 4/4", reg. widths & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 2 & BTR., 5/8", 3" & up, 4' and up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., 4 1/4"; NO. 1 & 2 C., 4 1/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C., 4 1/4"; NO. 2 C., 3/4, 5/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS., NO. 1 C., 4/4, 5/4, 6/4", reg. widths and lengths, dry; NO. 2 C., 4/4", reg. widths and lengths, dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 C., 1 1/2", ran. widths, 50%, 14 & 16", 8 mos. & over dry. SD. WORMY COM. & BTR., TRAM PLANK, NO. 3 C., all 8/4", ran. widths, 50-60%, 14 & 16", 8 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 10/4", reg. widths & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C., 1 1/2"; Crossing Plank, 16/4", DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8-5/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS., 8/4", G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-8/4", 60% 14 & 16", 8-12 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS., 1/2, 5/8, 5/4"; NO. 1 C., 1/2, 5/8, 5/4"; NO. 2 C., 1/2, 5/8, 5/4"; SEL., 5/8", NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS., 4/4", reg. widths & lgths. 6 mos. dry. D. S. WATROUS CO., Memphis, Tenn.

SD. WORMY, 4/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C., 5/8, 5/4, 6/4", reg. widths & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

FAS., 4/4, 5/4", reg. widths & lgths.; NO. 1 C., 1 1/2, 5/8, 5/4", reg. widths & lgths. FRANK A. CONKLING CO., Memphis, Tenn.

NO. 1 C. & SEL., 5/8, 3/4"; NO. 2 C., 3/4", DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8-8/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4 1/4", THE HYDE LBR. CO., So. Bend, Ind.

NO. 1 & BTR., 4/4, 5/4", 60% 14 & 16", 8-12 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 4 1/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS., 1/2, 3/4, 4/4, 5/4, 6 1/4", STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", NO. 2 C., 3/4, 4/4, 5/4, 8 1/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS., 5/8, 1 1/2, 5/4, 6 1/4", 1 1/2" width & lgths., dry; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6 1/4", reg. widths & lgths., dry; NO. 2 C., 4 1/4", reg. widths & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

FAS. & NO. 1 C., qtd. W. & R., 1 1/2" reg. widths & lgths., 6 mos. dry. SD. WORMY, NO. 1 C. & BTR., 3/4, 4/4, 5/4, 6 1/4", reg. widths & lgths., 6 mos. dry. BARR-HOLIDAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., R. & W., 4 1/4, 5 1/4", HARRY H. MAUS LBR. CO., So. Bend, Ind.

POPLAR

NO. 1 C., 4/4", reg. widths & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 8 1/4", kiln dried, MAISEY & DION, Chicago, Ill.

NO. 2 & BTR., 4 1/4", 60% 14 & 16", 8-12 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4-8 1/4", G. ELIAS & BRO., INC., Buffalo, N. Y.

PANEL, 5 8", 18" & up; FAS., 5 8", SAPS & SEL., 5 8", 6-11"; NO. 2 C., 5 8, 4 1/4"; NO. 3 C., 5 8, 3 1/4", NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 2 C., 4/4, 5/4, 6 1/4, 8 1/4" WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. widths, std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS. SAP, 5 8", reg. widths & lgths., dry. NO. 1 C., 4 1/4", reg. widths & lgths., dry; NO. 2 A. & B. COM., 4 1/4", reg. widths & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, qtd., 4 1/4", ran. widths, 50-60%, 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 C. & BTR., 5/4", reg. widths & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8", 3" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

WALNUT

COM. & BTR., 4/4, 5/4, 6/4, 8/4", 5/8", 4" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C., 4/4, 5/4, 8 1/4"; NO. 2 C., 1 1/2, 5 1/4, 8 1/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS

BATTERY BOX STOCK

BEECH & MAPLE, 3 1/4" & up, G. ELIAS & BRO., Buffalo, N. Y.

CEDAR—WHITE

SHINGLES, Extra *A*, CHAS. W. FISH LBR. CO., Elcho, Wis.

HEMLOCK

Merchantable SHORTS (can be milled), 4 1/4, 8 1/4", 4-8", CHAS. W. FISH LBR. CO., Elcho, Wis.

PINE

NO. 3 & BTR., 4/4", RODDIS LBR. & VENEER CO., Marshfield, Wis.

SPRUCE

NO. 3 & BTR., 4/4", RODDIS LBR. & VENEER CO., Marshfield, Wis.

TAMARACK

NO. 1 & 2, 4/4", RODDIS LBR. & VENEER CO., Marshfield, Wis.

FLOORING

HARD MAPLE

NO. 1 & 2, 4/4", RODDIS LBR. & VENEER CO., Marshfield, Wis.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, rotary cut, 1/8", 1/16", 6" & wider, 48" & longer (very good lgths.). BISSELL LBR. CO., Marshfield, Wis.

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 48-98, 1/16, 6-36, 42-98, 1/8, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ELM

SHEET STOCK, 1/16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 48-98, 1/16, 6-36, 56-92, 1/8, 6-36, 48-97, 3/16, 6-36, 48-86, 1/4, 6-41, 50-97. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 74-92, 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

Striped mottled, AFRICAN & HONDURAS, PL. HONDURAS, drawer bottom stock, unusually fine stock. FREIBERG MAHOGANY CO., Cincinnati, O.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

B— We Specialize in
QUARTERED WHITE OAK, RED OAK AND GUMS
ALEXANDER BROTHERS
Manufacturers, Belzoni, MISSISSIPPI

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page —)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-10)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

(*See page 9)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 39)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

(*See page —)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer **Jerome, ARKANSAS**

Oak is the standard by which other lumbers are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the Appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 68)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 52)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN
NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 81)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

(*See page —)
W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

The name "Oak," from time immemorial, has been the symbol of strength and reliability.

(*See page 36)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

Oak combines more strength with more beauty than any other wood grown.

(*See page —)
We have for fall shipment large stock of 10/4 and 12/4 C. & Bst. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page —)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 46)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 28,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 28,765,000,000.

(*See page 9)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 66)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer **Seymour, INDIANA**

"The Oak Is the Most Majestic of Forest Trees."—Loudon.

A B C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tachy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page —)
WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 23)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

(*See page —)
Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Mason-Donaldson Lumber Company

RHINELANDER, WISCONSIN

Manufacturers of
Northern Hardwoods
PINE, HEMLOCK & TAMARACK

BASSWOOD			
1 1/2" 1st & 2nds	75,000'	5/4" No 2 Common	85,000'
1 1/2" 3rd & No 1 C	125,000'	8/3" No 1 C & B	510,000'
1 1/2" No 2 Common	165,000'	8/1" No 2 Common	160,000'
5 1/2" No 2 C & B	175,000'	10 1/2" No 1 C & B	180,000'
5 1/2" No 3 Common	78,000'	12 1/2" No 1 C & B	90,000'
6 1/2" No 2 C & B	110,000'		
6 1/2" No 3 Common	69,000'	SOFT ELM	
8 1/2" No 2 Common	19,000'	4 1/2" No 2 C & B	180,000'
		4 1/2" No 3 Common	60,000'
		5 1/2" No 3 Common	72,000'
		6 1/2" No 3 Common	50,000'
		8 1/2" No 2 C & B	55,000'
BIRCH			
4 1/4-12 1/4" No 1 Corn. & But			
4 1/8-12 1/4" No 2 Common			
4 1/8-12 1/4" No 3 Common			
1 1/2" No 1 & 2 Com	2 cags	1 1/2" No 2 C & B	140,000'
		1 1/2" No 3 Common	65,000'
HARD MAPLE			
1 1/2" 1st & 2nd	4 cags		
1 1/2" No 1 & 2 C m	250,000'	1 1/2" 1st & 2nd	1 cag
5 1/2" No 2 C & B	175,000'	1 1/2" 1st & 2nd	2 cags
6 1/2" No 1 C & B	120,000'	1 1/2" 1st & 2nd	2 cags

MODERN PLANING MILL IN CONNECTION

YOUR INQUIRIES SOLICITED

OAK

QTD. SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN & CURLY, Ind. white 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, red, 1/8, 6/36, 41-72; SHEET STOCK, red, 1/8, 6-36, 36-98, 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10" long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches, 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

PINE

SHEET STOCK, 1/8, 6-37, 36-98, 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8 & 3/16, 6-43, 36-98. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st &

6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

SLICED, 1/28"; FIG. BUTTS, 1/30"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind. SLICED & ROTARY CUT, highly figured FREIBERG MAHOGANY CO., Cincinnati, O. 1/20-1/8. HOFFMAN BROS CO., Ft. Wayne, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

CROSS BANDING AND BACKING GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

THREE PLY, 1/4", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 1/4", G2S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

BIRCH

THREE PLY, 1/4x24x48, G2S; FIVE PLY, 3/8x36x72, G1S, 3/8x24x72, G2S, 3/8x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich. THREE-PLY, 1/8", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 3/16", G1S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich. QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, 42 to 54 round rim bound, 60x48 & 60x45, rim bound, 28x48, 26x54, 20x60, 26x66, poplar core. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x60, 2S, 3/8x30x60, 2S, 3/8x24x72, 2S, 3/8x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, qtd., white, 42 to 54, chestnut core, 42 to 54, round plank edge, 42 to 54, round rim bound; TABLE TOPS, library, qtd., white, 26x42 & 28x48, chestnut core; THREE PLY, pl. white, 1/4", G1S, 24-30 & 36", 60 & 72" long; THREE PLY, pl. white, 1/4", G2S, 24-30 & 36", 60 & 72" long; FIVE PLY, 3/8", G2S, pl. white, 24 & 30 wide, 72 long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

TABLE TOPS, dining, 42 to 54, round rim bound, 60x48 & 60x45, rim bound. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/4", G2S, 24 & 36", 60 & 72" long; THREE PLY, 3/8", G2S, 20-26 & 28" 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

\$500,000

Connor Lumber and Land Company

8% Guaranteed First Mortgage Bonds

Dated November 1, 1921

Authorized \$750,000

To Be Presently Issued \$500,000

Interest Payable Semi-annually, May 1 and Sept. 1

Denominations \$1,000 and \$500

Interest payable without deduction for Normal Federal Income Tax not in excess of 2%.

1 These bonds are the direct first mortgage obligation of the Connor Lumber and Land Company, and are furthermore unconditionally guaranteed by endorsement by the R. Connor Company, both of Marshfield, Wisconsin.

2 The Connor interests have been continuously and successfully engaged in the manufacture and sale of lumber in the State of Wisconsin for a period of approximately fifty years.

3 From a capital stock in 1888 of \$100,000, the Net Worth of the R. Connor Company and the Connor Lumber and Land Company has increased almost entirely from Earnings and enhancement in value of investments in timber and other properties to over \$4,000,000; in addition to which these Companies have paid cash dividends in excess of \$675,000.

4 This issue of \$500,000 retires all indebtedness of both the R. Connor Company and the Connor Lumber and Land Company, except ordinary current accounts. A combined balance sheet of the Companies, after introducing proceeds from these bonds, shows total assets of over \$4,600,000, after deducting all indebtedness except this issue; or over nine times this issue of bonds.

**Business
Established
50 Years**

**Net Worth
Increased
\$100,000 to
\$4,000,000
since 1888**

**Security
Five
to One**

**Earnings
Eight Times
Interest
Charges**

5 The Connor Lumber and Land Company bonds are secured by first mortgage upon 44,325 acres of hardwood timber lands owned in fee in northern Wisconsin, all contiguous to the C. & N.-W. Ry. and M. St. P., S. St. M. Ry., with manufacturing facilities at Laona, Wis. The timber, comprising approximately 30% each Maple and Hemlock, balance 40% Basswood, Birch and Elm, is conservatively worth \$2,344,000; plant and equipment worth \$319,000, and railroad properties worth \$100,000, a total worth of \$2,763,000, or property conservatively worth in excess of five times this issue.

6 Average annual income of the Connor Lumber and Land Company available for payment of principal and interest during the last ten years has been in excess of \$160,000, and for the last five years in excess of \$215,000, or over five times the maximum interest charges on this issue. The Combined Net Earnings of the Makers and Guarantors for the past five years have averaged \$348,000, or in excess of eight times the maximum interest charges on this issue.

7 The sinking fund provides for the payment to trustees of \$30 per acre for all timber removed except on the first 3,400 acres. As this loan is on a basis of less than \$12.00 per acre, this sinking fund will operate to steadily enhance the margin of security.

MATURITIES

Callable at par and interest, plus 1% premium for each year and part of year before maturity.

\$15,000 Nov. 1, 1923	\$20,000 May 1, 1926	\$25,000 Nov. 1, 1928	\$30,000 May 1, 1931
15,000 May 1, 1924	20,000 Nov. 1, 1926	25,000 May 1, 1929	30,000 Nov. 1, 1931
15,000 Nov. 1, 1924	20,000 May 1, 1927	25,000 Nov. 1, 1929	35,000 May 1, 1932
20,000 May 1, 1925	25,000 Nov. 1, 1927	30,000 May 1, 1930	35,000 Nov. 1, 1932
20,000 Nov. 1, 1925	25,000 May 1, 1928	30,000 Nov. 1, 1930	40,000 May 1, 1933

Price 100 and Interest, Yielding 8%

You can know definitely two things of essential character when considering investments we recommend; first, their record of successful performance during the past thirty years; second, that a considerable percentage of such bonds and notes are always held for our own permanent investment. Bonds may be reserved to be paid for up to January 1, 1922.

BAKER, FENTRESS & COMPANY

SUCCESSORS TO LYON, GARY & COMPANY. ESTABLISHED 1891

Bankers to Lumbermen

CHICAGO
208 So. La Salle St.

PORTLAND, ORE.
Yeon Building

Wistar, Underhill & Nixon
PHILADELPHIA, PENNSYLVANIA
Manufacturers of CYPRESS and GUM

SEVERAL THOUSAND LUMBERMEN

are using our Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD

CHICAGO

We Offer for Prompt Shipment

MAPLE		BASSWOOD	
1x6" & Up No. 1 C. & B.	50,000'	Full Log Run.....	75,000'
8/4" No. 1 C. & B., 5%		4/4" No. 2 Common.....	30,000'
No. 2 Common.....	75,000'		
BEECH		SOFT ELM	
4/4" No. 2 C. & B.....	50,000'	4/4" No. 2 C. & B.....	100,000'
4/4" No. 2 Common.....	60,000'	8/4" No. 1 C. & B.....	30,000'
6/4" No. 2 C. & B.....	37,000'	10/4" No. 1 C. & B.....	14,000'
BIRCH		12/4" No. 1 C. & B.....	14,000'
4/4" Full Log Run.....	18,000'	16/4" No. 1 C. & B.....	14,000'
4/4" No. 2 Common.....	72,000'		

WRITE US FOR PRICES

East Jordan Lumber Co.
EAST JORDAN, MICHIGAN

MANUFACTURERS

NORTHERN Hardwoods and Hemlock

Inquiries Are Solicited

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

VON PLATEN-FOX CO.

MANUFACTURERS OF
NORTHERN WOODS

Offer the following DRY HARD MAPLE

4/4 No. 3 Com....100M	8/4 No. 3 Com....100M
5/4 No. 3 Com.... 50M	12/4 No. 3 Com....150M
6/4 No. 3 Com.... 25M	16/4 No. 3 Com.... 50M

Write for Special Requirements in
No. 3 Common Maple. We have it.

Main Office.....Iron Mountain, Mich.
Chicago Office...1329 Peoples Gas Bldg.

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER

404-405 BIBB REALTY BUILDING

MACON, GA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths



SINCE our advice of a month ago, that buyers at least partially cover their needs, a marked strengthening has developed. In fact, many big factory users have so seriously considered the increasing shortage of mill stocks that they have personally gone into the producing fields on extensive buying trips. Shipments have so increased as to have reached the lower grades, and FAS. are rapidly approaching the point of depletion. It is entirely in the spirit of honest advice that we urge those of our friends who have not yet covered their needs to personally look into the situation. Don't buy if you don't want to, but at least satisfy yourself by first hand investigation. We will be more than pleased to extend every possible co-operation to any factory users who wish to act on this suggestion.

ANDERSON-TULLY COMPANY

MEMPHIS

TENNESSEE

BAND MILL CAPACITY, 70,000,000 FEET ANNUALLY

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

When in Need of
Northern Hardwoods

WRITE
STEARNS & CULVER
LUMBER CO.
L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

MILLER
LUMBER
CO.

Marianna, Arkansas

2 Band Mills
100,000 feet Daily Capacity



Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, DECEMBER 10, 1921

Subscription \$2
Vol. LII, No. 4

DARNELL-LOVE LUMBER COMPANY

MANUFACTURERS AND EXPORTERS

HARDWOOD LUMBER

LELAND, MISS.
U.S.A.

F. T. TURNER, PRESIDENT
H. D. LOVE, VICE-PRES.
F. G. WOODS, SECRETARY
R. W. RICKETTS, TREASURER

CABLE ADDRESS
"DARLOVE"



TWO BAND MILLS

CODES USED
UNIVERSAL
A.B.C. 5th EDITION IMPROVED
WESTERN UNION

THE FOLLOWING IS A LIST OF UNSOLD LUMBER IN OUR YARDS, NEARLY
ALL OF WHICH IS DRY AND AVAILABLE FOR PROMPT SHIPMENT

WE SOLICIT YOUR INQUIRIES AND ORDERS

QUARTERED WHITE OAK

5/8" FAS	20,000'
3/4" FAS	15,000'
5/8" No. 1 Com. & Sel.	130,000'
3/4" No. 1 Com. & Sel.	70,000'
4/4" No. 1 Com. & Sel.	
Strips 2 1/2" x 5 1/2"	35,000'
3/4" No. 2 Common	60,000'

PLAIN WHITE OAK

1/2" FAS	15,000'
5/8" FAS	10,000'
3/4" FAS	5,000'
3/8" No. 1 Com. & Sel.	35,000'
1/2" No. 1 Com. & Sel.	10,000'
5/8" No. 1 Com. & Sel.	25,000'
1/2" No. 2 Common	60,000'
5/8" No. 2 Common	25,000'
3/4" No. 2 Common	15,000'
4" Crossing Plank	25,000'

PLAIN RED OAK

3/8" FAS	6,000'
1/2" FAS	50,000'
5/8" 12" & Wdr. Coffin Bds.	20,000'
3/4" No. 1 Com. & Sel.	175,000'
1/2" No. 2 Common	85,000'
5/8" No. 2 Common	200,000'
3/4" No. 2 Common	50,000'
3" Crossing Plank	40,000'
5/8" No. 3 Common	250,000'
3/4" No. 3 Common	200,000'

PLAIN BLACK GUM

4/4" FAS	8,000'
4/4" No. 1 Com. & Sel.	7,500'
4/4" No. 2 Common	3,000'

QUARTERED BLACK GUM

4/4" Log Run	20,000'
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ASH

1/2" FAS	30,000'
6/4" Com. & Btr.	4,800'
12/4" No. 2 Com. & Btr.	50,000'
3/8" No. 1 Com. & Sel.	4,000'
1/2" No. 1 Com. & Sel.	70,000'
4/4" No. 1 Com. & Sel.	45,000'
4/4" No. 2 Common	30,000'
12/4" No. 2 Common	8,000'
4/4" No. 3 Common	20,000'
12/4" No. 3 Common	6,500'

PLAIN RED GUM

3/8" No. 1 Com. & Sel.	28,000'
5/8" No. 1 Com. & Sel.	20,000'

QUARTERED RED GUM

5/8" FAS	20,000'
3/4" FAS	5,000'
4/4" FAS	40,000'
5/4" FAS	15,000'
6/4" FAS	9,000'
8/4" FAS	60,000'
5/8" No. 1 Com. & Sel.	50,000'
3/4" No. 1 Com. & Sel.	150,000'
6/4" No. 1 Com. & Sel.	25,000'
8/4" No. 1 Com. & Sel.	150,000'

PLAIN SAP GUM

4/4" FAS, 6-12"	30,000'
5/8" FAS, 10-13"	40,000'
5/8" FAS, 14-15"	85,000'
5/8" FAS, 13-17"	50,000'
4/4" FAS, 14-15"	45,000'
4/4" FAS, 16-19"	30,000'

4/4" FAS, 18-21"	45,000'
4/4" FAS, 20" & up	26,000'
4/4" Box Bds., 9-12"	15,000'
4/4" Box Bds., 13-17"	65,000'
3/8" No. 1 Com. & Sel.	26,000'
3/4" No. 1 Com. & Sel.	20,000'
8/4" No. 2 Common	50,000'

QUARTERED RED GUM

(Sap No Defect)

3/4" FAS	40,000'
4/4" FAS	100,000'
6/4" FAS	30,000'
8/4" FAS	25,000'
3/4" No. 1 Com. & Sel.	60,000'
6/4" No. 1 Com. & Sel.	12,000'

HACKBERRY

4/4" Log Run	1,200'
5/4" Log Run	7,500'
5/4" No. 3 Common	3,000'

COTTONWOOD

4/4" FAS, 6-12"	110,000'
4/4" FAS, 13-17"	15,000'
4/4" No. 1 Com. & Sel.	150,000'

PANTHERBURN CYPRESS

8/4" FAS, 6-12"	15,000'
12/4" FAS, 6-12"	15,000'
6/4" FAS, 13-17"	15,000'
12/4" FAS, 13-17"	45,000'
6/4" FAS, 18" & up	18,000'
12/4" FAS, 18" & up	35,000'
5/4" Select	30,000'
6/4" Select	120,000'
4/4" Shop	100,000'
5/4" Shop	100,000'

1x8" No. 1 Common	65,000'
1x10" No. 1 Common	17,000'
4/4" No. 1 Common	200,000'
8/4" No. 1 Common	35,000'
1x6" No. 2 Common	75,000'
1x8" No. 2 Common	75,000'
1x10" No. 2 Common	70,000'
1x6" No. 1 & No. 2 Boxing	35,000'
1x8" No. 1 & No. 2 Boxing	40,000'
1x4" & up No. 1 & No. 2 Boxing	85,000'
6/4" No. 2 Common	75,000'
8/4" No. 2 Common	15,000'
4/4" Peck	75,000'
1x8" Peck	15,000'
1x10" Peck	30,000'

ELM

4/4" 12" & Wdr. Coffin Bds.	15,000'
4/4" Log Run	15,000'
6/4" Log Run	30,000'
8/4" Log Run	150,000'
10/4" Log Run	75,000'
12/4" Log Run	60,000'
6/4" No. 2 Common	12,000'
10/4" No. 2 Common	42,000'
12/4" No. 2 Common	15,000'
5/8" No. 3 Common	20,000'
3/4" No. 3 Common	40,000'

MAPLE

4/4" Log Run	300'
6/4" Log Run	6,000'
10/4" Log Run	7,000'
12/4" Log Run	400'

PLAIN SYCAMORE

4 4" Log Run	8,500'
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It is understood that our stocks are constantly changing by reason of manufacture and shipment, therefore, the above are offered subject to prior sale and immediate acceptance. We are prepared to surface one or two sides.

OUR SALES REPRESENTATIVE IN THE CHICAGO AND MICHIGAN TERRITORIES IS THE

LELAND STATE & LUMBER COMPANY

HOME OFFICE LELAND, MISSISSIPPI

MANUFACTURERS AND WHOLESALE

CHICAGO, ILLINOIS
U.S.A.

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C. E. ROBB, VICE PRESIDENT
F. G. WOODS, SECRETARY
H. D. LOVE, TREASURER
W. F. LITTLE, GENERAL MANAGER



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1039 MARQUETTE BUILDING
PHONE RANDOLPH 7957
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J. Gibson McIlvain Company

Philadelphia

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

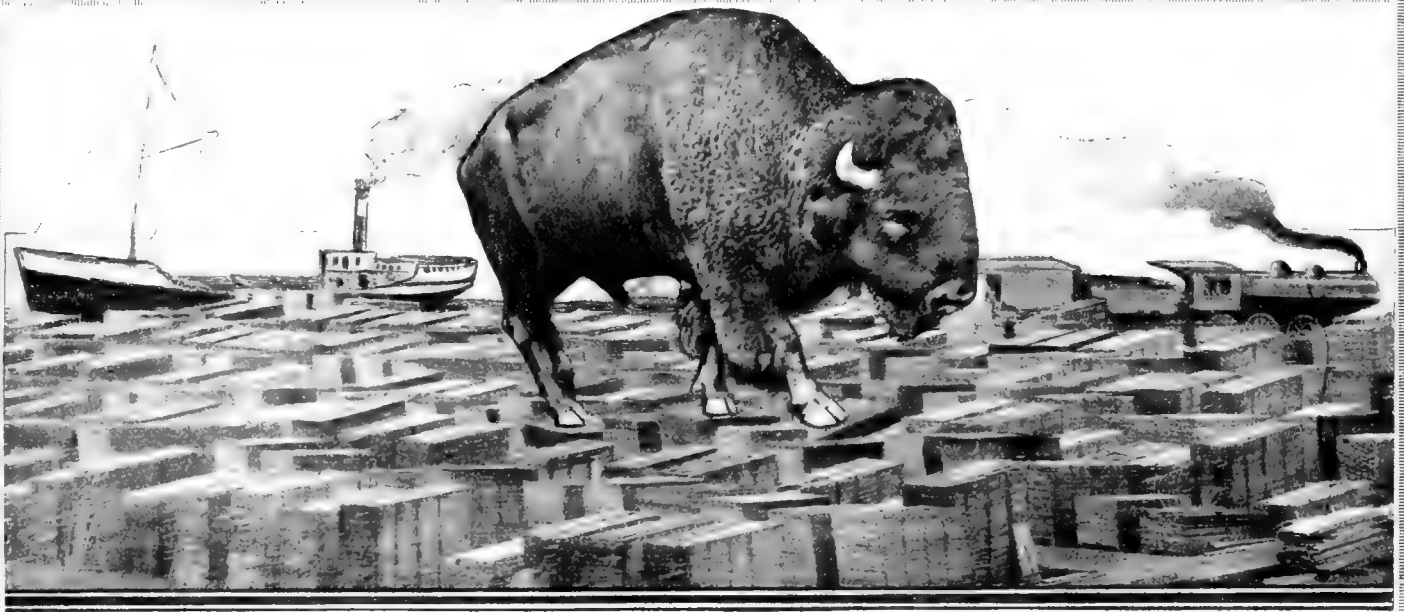
Gateway for the Best Forest Products
of Wisconsin and Upper Michigan

BIRCH ELM

BASSWOOD

HARD MAPLE

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



Buy Hardwoods from Buffalo

Dealers in this important lumber center have unsurpassed facilities for filling your hardwood requirements, large or small. Shipments can move quickly by Rail, Lake or Barge Canal. Hardwood stocks are complete in all varieties and thicknesses—quantities are unlimited.

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK

Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qld. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres.

M. M. Wall, Treas.

T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

Hollister—French Lumber Co.
CYPRESS AND
HARDWOODS

The E & W Lumber Company

NORTHERN and SOUTHERN
HARDWOODS
MILL: EDWARDSBURG, MICHIGAN

H. A. HOOVER

Manufacturer and Wholesaler
Northern and Southern Hardwoods
THICK STOCK A SPECIALTY

The Powell-Myers Lumber Co.

MANUFACTURERS
Native Hard and Softwoods
Band sawn pattern stock—Furniture & vehicle dimension

RAY B. MAXSON

Manufacturers' Agent
EVERYTHING in HARDWOODS
PLANK AND DIMENSION

The Hyde Lumber Co.

SOUTHERN HARDWOODS
Oak, Gum, Cottonwood, Elm, Ash, Tupelo

The Woodruff-Powell Lumber Co.

SPECIALIZING IN
POPLAR and WALNUT

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of
HARDWOOD LUMBER
MILLS AND YARDS IN TENNESSEE

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana
Concentrating Yards:
Cairo, Illinois, and Troy, Tennessee
HEAVY OAK IS OUR SPECIALTY

Shafer-McLaughlin & Hillier, Inc.

Western Office, Mill and Yard, PORTLAND, OREGON
Sales Office, SOUTH BEND, INDIANA

Fir, Spruce, Hemlock, Cedar, White Pine

DONN PIATT
HARDWOOD CRATING

HARRY H. MAUS

SERVICE
Northern and Southern Hardwoods

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND
SOUTH BEND, INDIANA
HARDWOODS AND YELLOW PINE

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.
Mill at Crawfordsville, Ind.

THE FULLERTON POWELL
HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods
BAND MILL, LAPORTE, INDIANA

The Coming Hardwood Lumber City

Southern Hardwoods

of standard excellence, including band-sawn white and red oak, gum and ash; Oak Flooring, too! In the same car, as well as square-edge parquetry strips, there are oak trim and mouldings.

*Immediate Service
for Exacting Buyers*

E.L. BRUCE COMPANY

MANUFACTURERS

MEMPHIS, TENN.

Band Mill: LITTLE ROCK

Oak Flooring Plants: MEMPHIS; LITTLE ROCK

WHAT COMES AFTER THE PURCHASE PRICE ?

Dodge Brothers, makers of motor vehicles, ask the automobile purchaser this question.

The answer to owners of Dodge cars is expressed in lower operating and maintenance costs and greater comfort.

We know of no better question for the purchaser of dry kilns to consider. The answer, if Grand Rapids Vapor Kilns are used, is the same—lower operation and maintenance costs and better lumber.

Dodge Brothers apply this slogan to buying as well as selling and they dry all of their lumber in

GRAND RAPIDS VAPOR KILNS
GRAND RAPIDS, MICHIGAN

WESTERN VAPOR KILN COMPANY, SEATTLE, WASHINGTON

Barr-Holaday Lumber Company

MANUFACTURERS OF HIGH GRADE
Southern Hardwoods

Main Office.....Greenfield, Ohio
Band MillLouise, Mississippi
Branch Office .Indianapolis, Indiana

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK		PLAIN MIXED OAK	
4 1/4" No. 1 Common	3 cars	3 1/4" No. 2 Common	1 car
5 1/4" No. 1 Common	1 car	3 1/4" Sound Wormy	2 cars
QUARTERED RED OAK		4 1/4" Sound Wormy	5 cars
1 1/2" No. 1 Com. & Btr.	4 cars	5 1/4" Sound Wormy	3 cars
5 1/4" No. 1 Common	1 car	6 1/4" Sound Wormy	1 car
PLAIN RED OAK		QTD. & PLAIN RED GUM	
5 1/8" No. 1 Com. & Btr.	1 car	4 1/4" No. 2 Common	2 cars
1 1/4" No. 1 Com. & Btr.	3 cars	5 1/4" No. 2 Common	2 cars
10 1/4" No. 1 Com. & Btr.	1 car	QUARTERED SAP GUM	
4 1/4" No. 1 & No. 2 C.	2 cars	6 1/4" No. 1 Com. & Btr.	2 cars
5 1/4" No. 1 & No. 2 C.	4 cars	8 1/4" No. 1 Com. & Btr.	2 cars
6 1/4" No. 1 & No. 2 C.	4 cars	QTD. & PLAIN BLACK GUM	
8 1/4" No. 1 & No. 2 C.	2 cars	4 1/4" No. 1 Com. & Btr.	4 cars
10 1/4" No. 1 & No. 2 C.	2 cars	ELM	
HICKORY		10 1/4" No. 2 Com. & Btr.	1 car
8 1/4" No. 2 Com. & Btr.	2 cars	12 1/4" No. 2 Com. & Btr.	2 cars
10 1/4" No. 2 Com. & Btr.	1 car	6 1/4" No. 2 Common	3 cars
8 1/4" No. 2 Common	1 car		

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



HARDWOODS

MEMPHIS

ASH (10 Mos. Dry)		HICKORY (2 Mos. Dry)	
Regular Widths		8 1/4" Log Run 2 cars	
10 1/4" Log Run 1 car		PLAIN RED OAK (10 Mos. Dry)	
COTTONWOOD (6 Mos. Dry)		4 1/4" No. 1 Com. & Btr. 10 cars	
4 1/4" Box Boards, 13-17" ... 2 cars		5 1/4" No. 1 Com. & Btr. 12 cars	
1 1/4" Box Boards, 9-12" ... 3 cars		PLAIN WH OAK (10 Mos. Dry)	
1 1/4" FAS, 13" & up. 3 cars		5 1/4" No. 1 Common. 1 car	
4 1/4" FAS, 6-12" ... 10 cars		QTD. RED OAK (10 Mos. Dry)	
4 1/4" No. 1 Common. 10 cars		4 1/4" No. 1 Com. & Btr. 2 cars	
4 1/4" No. 2 Common. 2 cars		QTD. WHITE OAK (10 Mos. Dry)	
5 1/4" No. 1 Common. 10 cars		4 1/4" No. 1 Common. 3 cars	
5 1/4" No. 2 Common. 2 cars		MAPLE (10 Mos. Dry)	
ELM (10 Mos. Dry)		10 1/4" Log Run 1 car	
6 1/4" Log Run 6 cars		SYCAMORE (10 Mos. Dry)	
8 1/4" Log Run 5 cars		10 1/4" Log Run 2 cars	
10 1/4" Log Run 8 cars		CYPRESS (6 Mos. Dry)	
PLAIN SAP GUM (10 Mos. Dry)		4 1/4" Select & Better. 3 cars	
5 1/4" No. 1 Com. & Btr. 10 cars		4 1/4" No. 1 Shop. 2 cars	
6 1/4" No. 1 Com. & Btr. 5 cars		4 1/4" No. 1 Common. 5 cars	
PLAIN RED GUM (10 Mos. Dry)		5 1/4" Shop. 5 cars	
4 1/4" No. 1 Com. & Btr. 5 cars		5 1/4" Select & Better. 2 cars	
5 1/4" No. 1 Com. & Btr. 2 cars		5 1/4" No. 1 Common. 4 cars	
6 1/4" No. 1 Com. & Btr. 2 cars			

Johnson Bros. Hardwood Co.

QUARTERED WHITE OAK		10 1/4" Log Run \$5,000	
1 1/4" FAS 28,000		ELM	
1 1/4" No. 2 Common. 46,000		12 1/4" Log Run 108,000	
1 1/4" No. 1 Common. 45,000		10 1/4" Log Run 81,000	
1 1/4" FAS 11,000		5 1/4" Log Run 50,000	
1 1/4" No. 1 Common. 20,000		4 1/4" Log Run 24,900	
6 1/4" FAS 11,000		MAPLE	
6 1/4" No. 1 Common. 16,000		10 1/4" Log Run 65,000	
8 1/4" FAS 4,000		8 1/4" Log Run 30,000	
8 1/4" No. 1 Common. 24,000		4 1/4" Log Run 20,000	
QUARTERED RED OAK		16 1/4" Com. & Btr. 20,000	
1 1/4" No. 1 Common. 38,000		12 1/4" Com. & Btr. 92,000	
PLAIN RED OAK		10 1/4" Com. & Btr. 30,000	
2 1/4" FAS 35,000		8 1/4" Com. & Btr. 73,000	
4 1/4" Sound Wormy 48,000		8 1/4" No. 2 Common. 25,000	
4 1/4" Com. & Btr. 44,000		6 1/4" No. 2 Common. 15,000	
8 1/4" No. 1 Common. 11,000		5 1/4" No. 2 Com. 33,000	
SYCAMORE		4 1/4" No. 1 Common. 38,000	
4 1/4" Log Run 35,000		4 1/4" No. 2 Common. 45,000	
6 1/4" Log Run 20,000		4 1/4" No. 3 Common. 17,000	

Memphis Band Mill Co.

Partial List Dry Stock

PLAIN RED GUM		SOFT ELM	
4 1/4" No. 1 Com. & Sel. 5 cars		10 1/4" Log Run 2 cars	
4 1/4" FAS 2 cars		12 1/4" Log Run 3 cars	
QUARTERED RED GUM		BEECH	
8 1/4" No. 1 Common. 3 cars		6 1/4" Log Run 5 cars	
8 1/4" No. 1 C.B. & SND. 7 cars		ASH	
PLAIN SAP GUM		5 1/4" No. 1 Common. 3 cars	
4 1/4" FAS, all 12" 1 car		6 1/4" No. 1 Common. 5 cars	
5 1/4" No. 1 Com. & Btr. 5 cars		8 1/4" No. 1 Common. 4 cars	
6 1/4" No. 1 Common. 7 cars		CYPRESS	
6 1/4" No. 2 Common. 4 cars		4 1/4" No. 1 Shop. 2 cars	
10 1/4" No. 1 Com. & Btr. 2 cars		6 1/4" No. 1 Shop. 3 cars	
12 1/4" No. 1 Com. & Btr. 1 car		6 1/4" Sel. & Btr. 2 cars	
MAPLE			
6 1/4" Log Run 2 cars			

Stillions-Mingea Lumber Co.

Mill: Rome, Miss. Sales Office: Memphis, Tenn.

QUARTERED WHITE OAK		5 1/4" No. 1 Common. 45,000	
4 1/4" No. 1 Common. 35,000		QUARTERED RED GUM	
4 1/4" No. 2 Common. 25,000		5 1/4" FAS 6,000	
5 1/4" FAS, 10" & up. 3,000		6 1/4" FAS 11,000	
5 1/4" FAS 14,000		6 1/4" No. 1 Common. 20,000	
6 1/4" No. 1 Common. 30,000		8 1/4" FAS 5,000	
6 1/4" No. 2 Common. 20,000		8 1/4" No. 1 Common. 15,000	
8 1/4" FAS 5,000		QTD. RED GUM, SND	
8 1/4" No. 1 Common. 3,000		8 1/4" No. 1 Com. & Btr. 100,000	
PLAIN WHITE OAK		10 1/4" No. 1 Com. & Btr. 85,000	
4 1/4" No. 1 Common. 12,000		SAP GUM	
4 1/4" No. 2 Common. 10,000		5 1/4" Log Run 40,000	
4 1/4" Sound Wormy 25,000		4 1/4" FAS 8,000	
5 1/4" FAS 5,000		4 1/4" No. 1 Common. 34,000	
5 1/4" No. 1 Common. 9,000		5 1/4" FAS, 13" & up. 4,000	
5 1/4" No. 2 Common. 10,000		5 1/4" No. 1 Common. 12,000	
PLAIN RED OAK		5 1/4" No. 2 Common. 20,000	
3 1/4" FAS 3,000		6 1/4" FAS 14,000	
3 1/4" Coffin Stock 7,000		6 1/4" No. 1 Common. 25,000	
3 1/4" No. 1 & No. 2 Com. 70,000		6 1/4" No. 2 Common. 13,000	
4 1/4" No. 1 Common. 40,000		POPLAR	
4 1/4" No. 2 Common. 20,000		4 1/4" No. 2A Common. 25,000	
5 1/4" FAS 5,000		4 1/4" No. 2B Common. 35,000	

RUSH LUMBER CO.

ASH		4-12 1/4" No. 2 C. & B. 2 cars	
COTTONWOOD		16,000	
4 1/4" 6" & Wdr. 16,000		QUARTERED RED GUM	
6 1/4" No. 1 Common. 18,000		8 1/4" No. 1 Common. 11,000	
QUARTERED SAP GUM		8 1/4" No. 1 Common. 16,000	
5 1/4" FAS 9,000		PLAIN SAP GUM	
4 1/4" No. 1 Common. 63,000		5 1/4" FAS 2,700	
5 1/4" No. 1 Common. 28,000		6 1/4" FAS 4,500	
PLAIN RED OAK		4 1/4" No. 1 Common. 29,000	
8 1/4" FAS 4,500		5 1/4" No. 2 Common. 5,500	
10 1/4" FAS 12,100		6 1/4" No. 2 Common. 8,000	
4 1/4" No. 1 Common. 10,200		POPLAR	
5 1/4" No. 1 Common. 6,000		4 1/4" No. 1 Common. 60,000	
6 1/4" No. 1 Common. 15,100		8 1/4" No. 1 Common. 15,500	
8 1/4" No. 1 Common. 16,700		4 1/4" No. 2 Common. 35,000	

Goodlander-Robertson Lbr. Co.

QUARTERED WHITE OAK		QUARTERED RED OAK	
1 1/4" FAS 10,000		1 1/4" FAS 2,000	
1 1/4" No. 1 Common. 10,000		1 1/4" No. 1 Common. 115,000	
1 1/4" FAS 27,000		ASH	
5 1/4" FAS 4,000		4 1/4" Log Run 2,000	
6 1/4" FAS 3,000		8 1/4" Log Run 10,000	
1 1/2" No. 1 Common. 17,000		10 1/4" Log Run 43,000	
3 1/4" No. 1 Common. 19,000		12 1/4" Log Run 11,000	
4 1/4" No. 1 Common. 393,000		16 1/4" Log Run 17,000	
5 1/4" No. 1 Common. 13,000		QTD. RED GUM, SND	
5 1/4" No. 1 Common. 13,000		5 1/4" FAS 7,000	
8 1/4" No. 1 Common. 20,000		6 1/4" FAS 18,000	
8 1/4" No. 1 Common. 31,000		8 1/4" FAS 3,000	
4-1 1/2" Chr. Stps., SND. 5,000		5 1/4" No. 1 Common. 39,000	

Stimson Veneer & Lbr. Co. INCORPORATED

QUARTERED WHITE OAK		4 1/4" Box Bds., 13-17" ... 1 car	
7 1/2" No. 1 Com. & Btr. 2 cars		4 1/4" No. 2 Com. & Btr. 5 cars	
4 1/4" 1s & 2s. 1 car		7 1/2" 1s & 2s. 2 cars	
4 1/4" No. 1 & No. 2 Com. 5 cars		6 1/4" No. 2 Com. & Btr. 5 cars	
5 1/4" No. 1 Com. & Btr. 2 cars		QTD. RED GUM, SND	
6 1/4" No. 1 Com. & Btr. 1 car		5 1/4" No. 1 Com. & Btr. 4 cars	
PLAIN WHITE OAK		6 1/4" No. 1 Com. & Btr. 3 cars	
1 1/4" 1s & 2s. 1 car		8 1/4" No. 1 Com. & Btr. 2 cars	
4 1/4" No. 1 & No. 2 Com. 2 cars		PLAIN RED GUM	
6 1/4" No. 1 Com. & Btr. 1 car		4 1/4" No. 1 Com. & Btr. 3 cars	
PLAIN RED OAK		6 1/4" No. 1 Common. 2 cars	
3 1/4" No. 1 & No. 2 Com. 5 cars		QUARTERED RED GUM	
4 1/4" 1s & 2s. 1 car		4 1/4" No. 1 Com. & Btr. 1 car	
4 1/4" No. 1 & No. 2 Com. 3 cars		5 1/4" No. 1 Com. & Btr. 2 cars	
5 1/4" No. 1 Com. & Btr. 5 cars		6 1/4" No. 1 Com. & Btr. 4 cars	
MIXED OAK		8 1/4" No. 1 Com. & Btr. 2 cars	
2 1/4" Sound Wormy 1 car		QUARTERED BLACK GUM	
4 1/4" Sound Wormy 3 cars		8 1/4" No. 1 Com. & Btr. 3 cars	
PLAIN SAP GUM		ASH	
5 1/4" 1s & 2s. 1 car		5 1/4" No. 1 Com. & Btr. 3 cars	
5 1/4" No. 1 & No. 2 Com. 6 cars		8 1/4" No. 1 Com. & Btr. 2 cars	
2 1/4" No. 1 & No. 2 Com. 5 cars		CYPRESS	
4 1/4" Box Bds., 9-12" 1 car		8 1/4" No. 1 & 2 Com. 100,000	

Brown & Hackney, Inc.

Regular Widths and Lengths, Dry

COTTONWOOD		8 1/4" No. 1 Com., 6 mo. 1 car	
4 1/4" Com. & Btr., 6 mo. 1 car		6 1/4" Com. & Btr., 4 mo. 1 car	
RED GUM		SOFT MAPLE	
5 1/8" Com. & Btr., 6 mo. 1 car		6 1/4" Log Run, 6 mo. 1 car	
4 1/4" 1s & 2s, 6 mo. 1 car			
4 1/4" No. 1 Com., 6 mo. 5 cars			
SAP GUM		RED OAK	
5 1/8" 1s & 2s, 6 mo. 4 cars		4 1/4" 1s & 2s, 6 mo. 4 cars	
5 1/8" No. 1 Com., 4 mo. 2 cars		4 1/4" No. 1 Com., 6 mo. 5 cars	
4 1/4" 1s & 2s, 4 mo. 1 car		3 1/4" Com. & Btr., 4 mo. 1 car	
4 1/4" No. 1 Com., 4 mo. 2 cars			
		WHITE OAK	
		4 1/4" 1s & 2s, 6 mo. 2 cars	
		4 1/4" No. 1 Com., 6 mo. 5 cars	
QTD. RED GUM		QTD. WHITE OAK	
3 1/4" 1s & 2s, 6 mo. 1 car		4 1/4" Com. & Btr. 6 mo. 1 car	

MEMPHIS

COTTONWOOD		1 FAS	1 car
1 1/2" FAS	1 car	1 1/2" No. 1 Common	2 cars
4 1/2" No. 1 Common	1 car	5 1/2" No. 1 Common	2 cars
CYPRESS		6 1/2" No. 1 Common	2 cars
1 1/2" Shop	1 car	8 1/2" No. 1 Common	2 cars
1 1/2" No. 1 Common	1 car	PLAIN WHITE OAK	
4 1/2" 1-8/16" Log Run	1 car	5 1/2" FAS	1 car
10 1-12 1/2" Log Run	1 car	4 1/2" FAS	1 car
SAP GUM		5 1/2" No. 1 Common	1 car
4 1/2" FAS	1 car	QUARTERED WHITE OAK	
5 8" No. 1 Common	1 car	5 8" FAS	1 car
4 1/2" Box Bldg	1 car	4 1/2" FAS	1 car
4 1/2" Box Bldg	1 car	5 1/2" FAS	2 cars
4 1/2" No. 1 Common	1 car	6 1/2" FAS	2 cars
5 1/2" No. 1 Common	1 car	8 1/2" FAS	1 car
MAPLE		5 8" No. 1 Common	1 car
8 4" Log Run	1 car	4 1/2" No. 1 Common	3 cars
HICKORY		5 1/2" No. 1 Common	3 cars
8 4" Log Run	1 car	6 1/2" No. 1 Common	3 cars
PLAIN RED OAK		8 1/2" No. 1 Common	1 car
1 1/2" FAS	1 car	OAK	
5 1/2" FAS	1 car	1 1/2" Small Wormy	1 car

Dickson & Lambert Lumber Co.

QUARTERED RED OAK		PLAIN SAP GUM	
4 1/2" 1s & 2s	2 cars	4 1/2" 1s & 2s	3 cars
4 1/2" No. 1 Common	2 cars	4 1/2" 1s & 2s 1" & up	2 cars
4 1/2" No. 2 Common	1 car	5 1/2" 1s & 2s 1" & up	1 car
4 1/2" 1s & 2s 10" & up	1 car	5 1/2" 1s & 2s 18" & up	1 car
5 1/2" 1s & 2s	2 cars	4 1/2" No. 1 Common	7 cars
5 1/2" No. 1 Common	2 cars	4 1/2" No. 1 Common	2 cars
5 1/2" No. 2 Common	1 car	4 1/2" No. 2 Common	5 cars
6 1/2" No. 1 Common	1 car	QUARTERED RED GUM	
8 1/2" No. 1 Common	1 car	8 1/2" 1s & 2s	1 car
4 1/2" Strips, 2-5/2"	1 car	8 1/2" No. 1 Common	2 cars
QUARTERED WHITE OAK		8 1/2" No. 1 Common	2 cars
5 1/2" No. 1 Common	1 car	5 1/2" No. 1 Common	2 cars
5 1/2" No. 2 Common	1 car	4 1/2" No. 1 Common	2 cars
6 1/2" No. 1 Common	1 car	4 1/2" 1s & 2s	1 car
8 1/2" No. 2 Common	1 car	PLAIN RED GUM, FIG'D WOOD	
4 1/2" No. 1 Common	2 cars	4 1/2" 1s & 2s	1 car
4 1/2" No. 2 Common	2 cars	QTD RED GUM, FIG'D WOOD	
4 1/2" No. 2 Common	2 cars	8 1/2" 1s & 2s	1 car

The Frank A. Conkling Co.

QUALITY
GOLDEN RULE
SERVICE
Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

QUARTERED WHITE OAK		1 1/2" FAS	65,800'
1 1/2" FAS	23,000'	4 1/2" FAS	89,919'
5 8" FAS	22,761'	5 1/2" FAS	47,000'
4 1/2" FAS	591,729'	1 1/2" No. 1 Common	91,100'
5 1/2" FAS	66,845'	5 8" No. 1 Common	195,000'
4 1/2" Clear Strips	51,000'	3 1/2" No. 1 Common	169,282'
1 1/2" No. 1 Common	166,300'	4 1/2" No. 1 Common	310,171'
5 8" No. 1 Common	221,993'	QUARTERED RED GUM	
4 1/2" No. 1 Common	207,450'	5 1/2" FAS	7,000'
5 1/2" No. 1 Common	177,853'	4 1/2" Com. & Btr.	30,500'
8 1/2" No. 1 Common	131,500'	4 1/2" No. 1 Common	24,208'
4 1/2" Common Strips	56,500'	PLAIN RED GUM	
PLAIN WHITE OAK		5 8" FAS	89,281'
1 1/2" FAS	203,000'	4 1/2" FAS	98,611'
3 1/2" FAS	101,900'	PLAIN SAP GUM	
4 1/2" FAS	82,671'	4 1/2" FAS	293,759'
1 1/2" No. 1 Common	100,500'	5 1/2" FAS	142,600'
5 8" No. 1 Common	179,400'	4 1/2" No. 1 Common	105,573'
4 1/2" No. 2 Common	291,855'	5 1/2" No. 1 Common	121,000'
PLAIN RED OAK		ELM	
3 1/2" FAS	66,500'	12 1/4" Log Run	73,400'

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6 1/2" Sel.	2 cars	6 1/2" Com. & Btr.	2 cars
4 1/2" Sel.	2 cars	5 1/2" No. 1 Common	1 car
4 1/2" Shop	1 car	PLAIN RED GUM	
4 1/2" No. 1 Common	1 car	1 1/2" FAS	1 car
5 1/2" No. 1 Common	2 cars	5 1/2" FAS	1 car
6 1/2" No. 1 Common	2 cars	PLAIN OAK	
8 1/2" No. 2 Common	2 cars	4 1/2" FAS	2 cars
SAP GUM		1 1/2" No. 1 Common	5 cars
6 1/2" FAS	2 cars	4 1/2" No. 2 Common	5 cars
5 1/2" FAS	2 cars	4 1/2" S. & W.	5 cars
8 1/2" FAS	2 cars	5 1/2" FAS	2 cars
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5 1/2" FAS, 15" up	12,087'	4 1/2" FAS	31,890'
5 1/2" FAS, 19" up	9,800'	4 1/2" No. 1 Common	6,400'
6 1/2" FAS	27,575'	5 1/2" No. 1 Common	8,075'
4 1/2" Box Bldg	16,270'	6 1/2" No. 1 Common	17,005'
3 1/2" No. 1 Common	3,810'	8 1/2" No. 1 Common	3,000'
4 1/2" No. 1 Common	12,660'	10 1/4" No. 1 Common	2,500'
5 1/2" No. 1 Common	121,399'	QUARTERED RED GUM	
5 1/2" No. 2 Common	12,000'	5 1/2" FAS	11,845'
6 1/2" No. 2 Common	1,800'	8 1/2" FAS	66,980'
8 1/2" No. 2 Common	30,000'	10 1/4" FAS	2,000'
10 1/4" No. 2 Common	101,711'	6 1/2" No. 1 Common	35,835'
1 1/2" No. 3 Common	18,750'	8 1/2" No. 1 Common	14,000'
8 1/2" No. 3 Common	16,000'	QUARTERED SAP GUM	
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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Vol. LII

CHICAGO, DECEMBER 10, 1921

No. 4

Review and Outlook

General Market Conditions

WITH THE DATE OF THIS ISSUE trade has launched sufficiently far into the atmosphere of the holidays with their attendant inventory activities to have felt a distinctive check in demand. As natural as this function has become over long years of custom, it seems to have presented itself this year as a factor of potent threat. Manufacturers in various classifications of business have undergone such a nerve-racking trial during the past year that they may be excused for having become rather jumpy and fore showing a tendency to be scared off somewhat because of the current seasonal letup.

Offsetting such wrong impression is the fact that while December starts off with somewhat reduced volume of business as compared to November, the restriction is, as a matter of fact, considerably less in some lines than normally develops.

In lumber sales, for instance, the falling off as compared to business actually transpiring two weeks ago has been less than is shown in normal years. In those lines kindred to building the slackening of demand has been even less notable, while in the furniture industries the falling off so far this month would indicate between five and eight per cent.

Manufacturers in all lines should carefully and studiously refrain from gaining any wrong impression so far as developments during the current month are concerned, as wrong opinions might very easily be drawn from the circumstances.

During recent weeks the alignment of conditions has assumed a so much more definite direction that prognostications can be made with far greater safety than two or three months ago. HARDWOOD RECORD's confidence in business this fall and next year has never wavered, though this column has repeatedly warned consistent forward progress might easily be interrupted here and there by local recessions. The position assumed by business during the fall months leads to the conclusion on the part of HARDWOOD RECORD that 1922 progress is now definitely assured.

Business particularly in so far as those lines manufacturing or utilizing forest products are concerned has advanced beyond the point where depleted supply was the governing factor. Supplies are still depleted, but a healthy and soundly built improvement in demand is steadily making itself more manifest. The only factor which has been entitled to serious consideration as a bad influence has been more or less uncertainty regarding the development of buying power, but as events have shaped themselves over the past two or three months, it

becomes more and more certain that demand will have attained such proportions in the early months of the new year as to have practically eliminated this phase necessitating further serious calculations.

HARDWOOD RECORD is distinctly of the opinion that the average consumer's stock of hardwood lumber has not been built up to necessary proportions even though considerable buying and shipment have developed during the fall months. Consumers' stocks have been so badly depleted that under normal conditions it would have required at least six months' time to have brought them fully back to a reasonable balance. Sufficient lumber has not yet been ordered or shipped to have fully established necessary supplies on consumers' yards.

Improved demand has naturally resulted in at least slightly checking the general tendency to close down sawmill production, but it is doubtful if more than 30 to 35 per cent of capacity is now operating. Having actually seen the stock-lists and inventory records and mill stocks in their physical sense at many producing points, the editor of HARDWOOD RECORD is thoroughly convinced through the visible proof examined, that statements of hardwood shortage at mill points are not exaggerated. It is by no means certain that next spring will be marked by a runaway market, but that consideration is in no sense so remote as to be removed from the necessity for serious consideration. Approaching the question entirely from the standpoint of the consuming buyer HARDWOOD RECORD's counsel is that in order to avoid even a tendency toward runaway conditions in the hardwood markets next year, the buyers should formulate their buying plans in an intelligent open-minded and unprejudiced manner not contenting themselves with hearsay reports of lumber stocks, but actually making personal investigations. It is not safe to ignore the fact that building will definitely show great further improvement as the building season opens up in the spring. In the meantime the amount of work actually going under construction is being steadily augmented, and such acceleration as will materialize with the approach of next year's building season means just that much increased demand for available hardwood stocks whatever they may be, not only directly for construction, but in furniture and the hundred-and-one accessories required with new housing. Thus, even though it might be that present supplies are sufficient to meet present demands, they cannot stand any great increase in demand such as is certain to develop within the next few months.

Obviously, it is poor policy to load up on the eve of inventories. But it certainly is even poorer business for one to ignore all evidences of short raw material supply merely because one is pleased to believe that such shortage is mythical and to refrain from careful personal

investigation of so important a question. Thus, regardless of immediate purchases, **HARDWOOD RECORD** is thoroughly convinced that the wise buyer is he who devotes the interval between now and the beginning of the new buying season to such investigations as will give him a truly accurate picture of available hardwood stocks.

There appears elsewhere in this issue a full report of the annual meeting of the National Council of Furniture Associations held at New York on the 7th and 8th of this month. Considerable time was devoted at this meeting to discussion of hardwood producing and stock conditions, the discussion apparently developing what **HARDWOOD RECORD** believes to be an unfortunate trend of thought among the members of the council. There is apparent in the report of the meeting a tendency to put down as propaganda the warnings of the hardwood industry of the possibility of short stocks and of restricted winter production. **HARDWOOD RECORD** believes this tendency to be unfortunate, first, because of necessity it comes from a mere willingness to credit these warnings rather than from carefully developed personal knowledge, and secondly, because the discussions and conclusions of the council are a big factor in determining the policy of the industry. **HARDWOOD RECORD** believes that stock conditions should not be discussed at all unless they can be discussed on the basis of a thorough, first-hand investigation of conditions as they actually are and not as it is thought they ought to be.

Jesus Christ and Christmas

IT IS INDEED A PERILOUS ADVENTURE to question the customs of a sovereign people, for they are extremely jealous of these long-established habits and have a sort of instinctive resentment against any suggestion that they might in any wise be altered. But being of an audacious and, perhaps, irreverent temperament, we are going to propose that Jesus of Nazareth be given some consideration in the celebration of Christmas, that great feast day of the so-called Christian peoples, which is again at hand.

For the benefit of those busy souls, who, harassed by the manifold concerns of our present-day existence, may have forgotten just who Jesus of Nazareth is and what He has to do with Christmas, we shall digress for a moment to briefly sketch His career, particularly in its relation to Christmas. It will, no doubt, surprise you to learn that this feast day was established solely for the purpose of celebrating the birth of this Man, and Son of God. He was born to a lowly Jewish couple, Mary and Joseph, of the Roman province of Judea, on a day which the modern calendar designates as December 25. His father was a poverty-stricken carpenter, but of Israel's royal house of David. One could hardly have been born under circumstances more humble than those which accompanied His nativity. As the time of His mother's waiting was about to be fulfilled the Roman masters of Israel issued an order for all Jews to come up, each man to his own city, and be taxed. It so happened that Bethlehem of Judea was Joseph's home town and he was forced to take his young wife and go up to that place to register for taxation. When the couple arrived the inns of the city were so crowded that people of their means could not secure accommodations and, therefore, they took refuge in a barn. There, amid the bleating of sheep, the stamping of horses, and under the curious gaze of sal-

eyed cattle, Jesus first saw the light of day, and was cradled in a manger.

The Infant lived and grew and when yet a child confounded the Doctors of the Church with His wisdom. In time He became a great preacher, expounding a doctrine of tolerance and kindness new to the world. A great many people came to look upon Him as the Messiah and King as well. The tremendous following which He acquired aroused the fear and jealousy of certain Jews, who caused Him to be hailed before Pilate, the Roman overlord of Judea, on a trumped up charge of treason. The evidence presented against Christ was insufficient to convince Pilate of His guilt, but as a sop to the Jews Pilate permitted them to crucify Him.

Then it was that Christ demonstrated His divinity by escaping from the sealed tomb in which His body had been placed, and ascending into heaven, there to sit forever on the right hand of God as a mediator for sinning mankind.

All this is according to the Scriptures, but be that as it may, this Nazarene of humble birth established the creed called Christian, a doctrine to which we credit our present civilization.

There is no gainsaying the overwhelming importance of the commercial, gastronomic and other temporal aspects of this celebration. We would not presume to urge that the spiritual meanings of the day be exalted above these. Especially would we not in the slightest measure demean the fine old custom of giving gifts, not only to children, as Saint Nicholas did, but to all of our acquaintances, friends and relatives (except the poor ones), lest they think us hard up. A noble spirit of generosity no doubt actuates this widespread giving and, besides, it is of tremendous value to the commerce of our nation.

But recognizing all of this—the joy of buying presents to the point of bankruptcy, of gorging ourselves until we are, so to speak, “full to the eyes,” of imbibing spirits until all our troubles vanish and we are glowing with an over-plus of happiness—we again ask that you think for a little time, amid all your Christmas joys, on that doctrine of good will, of kindness and mercy and brotherhood, for which Christ both lived and died. This can, we sincerely believe, do no real harm to anyone, even should some of us, having thought on these things, decide to practice them.

The Tale of a Tree

HARDWOOD RECORD IS PLEASED to give editorial mention to a notable booklet bearing the above title written by Christian F. Wiehe, treasurer of the Edward Hines Lumber Company of Chicago, and issued with the compliments of the Lumbermen's Association of Chicago. The booklet is too replete with essentially sound and convincing statistical and other argument bearing out the purpose of its publication to make possible reference to any specific points.

Its purpose, though, is to depict in an interesting yet convincing and authoritative way, the comparative cost and selling price of lumber and the inevitable elements, which together, have raised the producing figure at the sawmill to an hitherto unheard of point.

The value of the booklet will be unquestioned, not merely to lumbermen, but to all users of lumber who have a sufficiently intelligent interest in their raw material problem to wish to know the facts as they govern not merely its present, but its future.

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

American Hardwoods in Foreign Markets

By Roy H. Jones

Assistant Chief, Lumber Division, U. S. Bureau Foreign and Domestic Commerce

American lumber has never occupied that place in the markets of the world which its position in industry would warrant it in assuming and to which it is entitled. The oldest and one of the greatest of American industries—both in value of its merchandise and investment and in the number of its employees—yet less than 8 per cent of its product leaves our shores. This has been largely due to the fact that until recently the United States has been in the pioneer stage, its growth having been so rapid that but a small percentage of its raw forest products could be spared from home consumption. The saturation point, however, has been passed and today American lumbermen are gradually developing and building up their foreign markets along the same broad, intelligent lines which characterize their domestic trade.

It is barely two decades since the manufacturing and merchandising of hardwoods became an industry in itself, separate and distinct from that of softwoods. As its manufacturing problems are different, so are its merchandising, and especially is this true in the export field. American structural woods have long been known abroad and their virtues appreciated. Our hardwoods, on the other hand, were either wholly unknown, or had to compete with like species from other countries—woods which had been established for hundreds of years, e. g., Austrian oak.

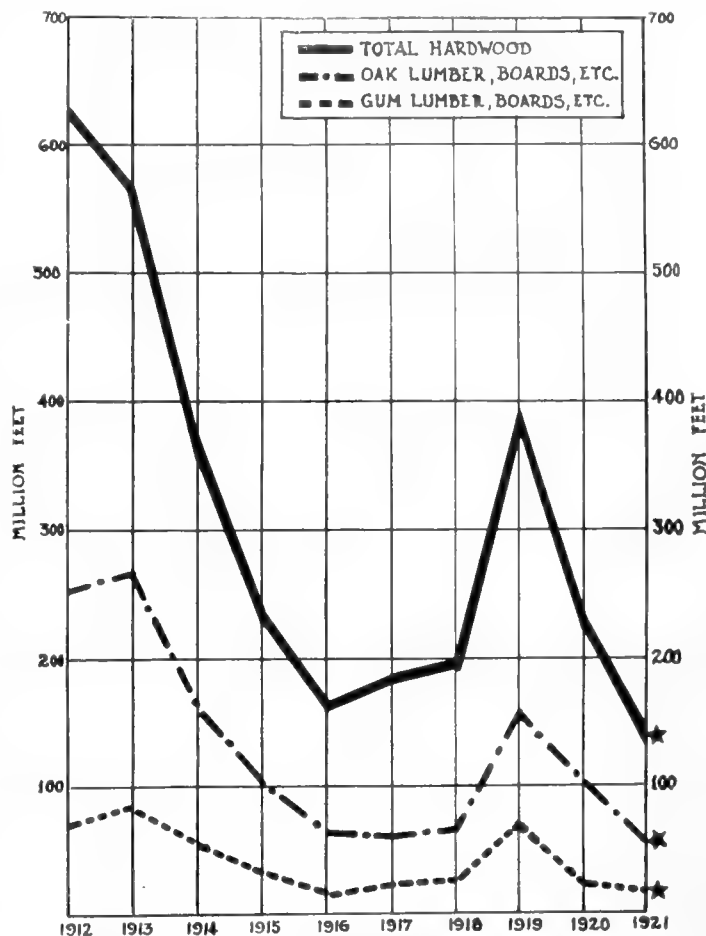
For a number of years a few American hardwood firms have consistently cultivated the foreign field and have built up a most desirable clientele, but on the whole the efforts of the industry were sporadic and chiefly confined to those years when the foreign demand offered better returns than the domestic, and dropped when home markets appreciated. Today there is developing a high regard for the export trade, an understanding of its requirements, a belief in its lasting value. Hardwood manufacturers and wholesalers realize that, with proper cultivation, they have a vast and profitable market abroad. They realize that it is a potential market, that their success in developing it is dependent upon their own efforts, and that the holding of it is consequent upon the service rendered.

During the past nine years the exports of hardwoods—logs, timbers and lumber—have followed closely the ratio of production, amounting to approximately 17 per cent in volume and 35 per cent in value of the total exports of logs, timbers and lumber, and ranging from 12 per cent (quantity) in 1916 to 25 per cent in 1919. Owing to the present customs classification it is impossible to give a detailed statement covering hardwood exports, but taking the figures for oak, gum and poplar in sawn lumber, which have been segregated since 1912, we have a fairly true picture covering the last nine years.

The charts accompanying this review show the foreign movement of all hardwoods (the quantity of logs and timbers included for the years 1912 to 1917 inclusive have been estimated upon the basis of 1918, 1919 and 1920 shipments), oak lumber exports and those of gum lumber. As with nearly all other exports, the effects of the war is apparent, as well as the increased demand immediately following, the falling off of that demand in 1920, and the low ebb of 1921. Prices also followed other commodities. The declared export value of oak and gum maintained an average of \$42 per thousand feet from 1912 to and including 1917, going up to \$54 in 1918, and reaching the high water mark of \$115 in 1920, during which year the total value of hardwood exports—logs, timbers and lumber—not including shooks and cooperage—amounted to \$26,561,453.

Referring to the charts showing the chief countries importing

gum and oak lumber, it will be seen that the United Kingdom and Canada together took 65 per cent and 75 per cent of these woods respectively. Also, that during the past nine years Germany imported over 9,000 M feet of gum lumber, 2 per cent of our gum exports for that period, which does not take into account the



★BASED ON FIRST NINE MONTHS 1921

Diagram 1—Exports of hardwood from the United States, 1912-1921

large reshipments from Belgium and Holland, yet since 1914 all lumber shipments to that country have been practically nil. On the basis of pre-war consumption Germany would have required for the nine-year period over 27,000 M feet of gum, or 6½ per cent of our total exports of this wood. It is evident that so soon as her finances are partially rehabilitated, her exchange stabilized and credit arrangements perfected, Germany will again be one of the important markets for American woods.

Italy, whose cabinet makers appreciated and learned to use red gum known abroad as satin walnut while it still was regarded here, where native, as an inferior wood, took an increasing quantity up to the first year of the war, importing in 1914 nearly 9,000 M board feet of gum lumber. The only foreign gum market to show an improvement since the war is the Italian, which gave an increase in 1920 of over 53 per cent above the 1919 figures, the gum exports to all other countries except Cuba being from one-fourth to one-half those of 1919. This increase, however, has not been maintained during the past year.

*From "Commerce Reports," U. S. Department of Commerce, Nov. 21, 1921.

Latin-America Buys More Oak

Of the world markets for American oak lumber the only ones showing an increase for 1920 over the pre-war years of 1912, 1913 and 1914 were South America—Argentina, Chile, Peru and Uruguay—Spain and British South Africa. For the past nine months, ending September 30, Argentina is the only country to show an increase over the corresponding period for 1920.

Because hardwoods were not segregated in customs' export figures prior to 1912, because of the war years of 1914 to 1918, and because of the abnormal market conditions of 1919 and 1920, it is impossible to get an unwarped picture of foreign hardwood markets by which to gauge future prospects. Certain salient features, however, present themselves, and it is to these that especial attention is directed. In such markets as the United Kingdom, Holland, Belgium, Spain, France and Italy, American hardwoods are fairly well known, though there is an excellent opportunity to extend that knowledge, to counteract prejudices existing against certain of our woods and to introduce others heretofore unknown. There are a few export markets which almost might be considered pioneer—countries of great natural resources, whose industrial development, hardly antedating the present generation, has been phenomenal. Without discounting the older foreign fields, attention is particularly directed to Latin America—especially Argentina, Peru, Chile, Uruguay and Mexico—and the British Union of South Africa. The accompanying diagrams, showing our oak exports to South Africa and South America, indicate the growth of these exports during the past nine years, suggesting further and more intensive cultivation.

The Union of South Africa, a pioneer country with great mineral and agricultural resources, whose people are most virile and progressive, offers a fertile field for American hardwoods. That its growth has been remarkable is shown by the fact that the first fifty-seven miles of railway were constructed in 1857 and today there are over 9,000 miles of open line, serving a territory of 472,730 square miles, four times the area of England, Ireland and Scotland, and carrying, in 1914, 42,000,000 passengers and 12,000,000 tons of freight. South Africa spent in 1914 over \$3,000,000 in the maintenance of its 30,000 coaches and freight vans, showing that railway car construction alone offers a considerable opportunity for hardwoods.

Aside from railway construction, the chief opening for American woods lies in housing, furniture, vehicles and agricultural imple-

ments, the largest of these industries being building construction with its accompanying interior finish and trim. The increase in building material imports in 1920 over 1919 was over £3,000,000. Of the total wood imports in 1920—logs, timbers and lumber—the United States supplied 22 per cent, and of the total hardwoods 81 per cent.

South Africa's Wood Imports

The following figures are taken from the 1920 "Annual Statement," issued by the Department of Customs and Excise of the Union of South Africa, and show the wood imports from the United States:

	1920	1919	1918	1917
	Thousand Feet			
Oak	3,998	1,870	3,240	415
Hickory	52	18	....	14
Poplar	560	360	395	263
Walnut	294	87	86	268
Pine	26,073	12,307	16,467	15,048
Spruce	149	19	....	....
All other rough	358	102	209	1,272
Flooring and ceiling	64	44	1,119	17
Other planed and grooved	660	201	452	318
Total wood	32,208	15,008	21,968	17,615

The Union is almost entirely dependent upon import for its lumber requirements, being deficient in timber resources. In 1913, the last normal year, it imported about 210,000 M feet. With the natural increase in population, extension of irrigation and agriculture and the developments of industries and railways, it is safe to assume that it will not be long before the Union will consume 400,000 M board feet per annum. From 60,000 M to 70,000 M feet will be hardwoods, of which the United States must supply 75 per cent to 80 per cent.

American White Oak Trade

The most popular furniture wood in the South African market is white oak. A few years ago Japan was a serious competitor for this oak trade. In 1917 imports of Japanese stock were three times those from North America, but in 1920 amounted to only 20 per cent.

The Union's furniture and woodworking industries have been growing very rapidly, the demand for hardwood finish and high grade furniture having greatly increased, the call being so large at

COUNTRY	Per Cent of Quantity
UNITED KINGDOM	46
CANADA	19.5
ITALY	7
SPAIN	6.5
FRANCE	6
BELGIUM	5.5
HOLLAND	2.5
GERMANY	2
CUBA	1
ALL OTHER	4
TOTAL	100

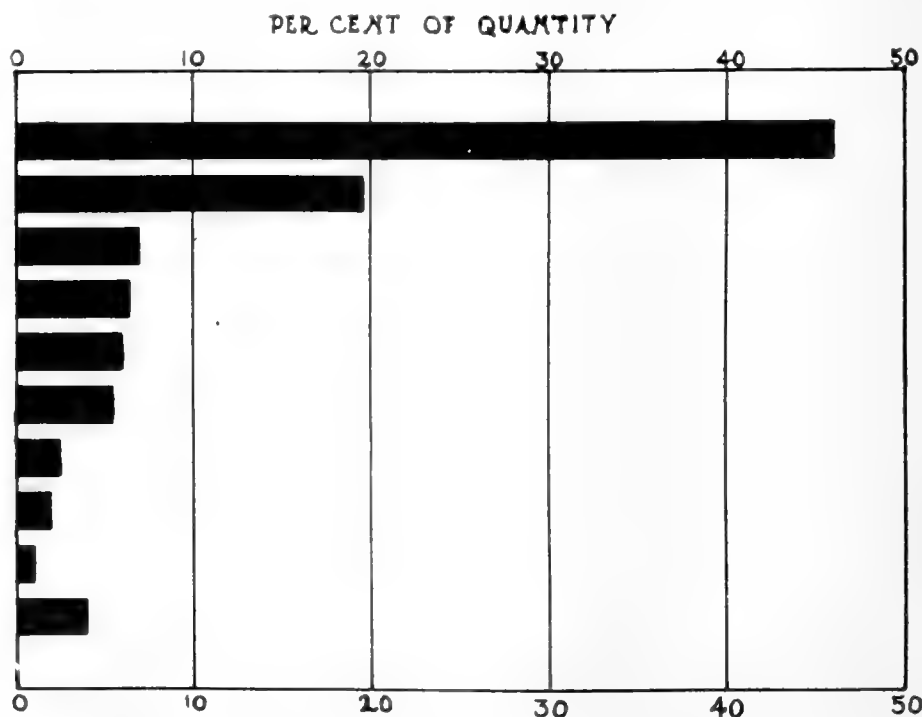


Diagram 2—Exports of gum lumber from the United States, nine years, 1912-1920

the beginning of the present year that the local factories could scarcely meet it. The house, office and church furniture industry centers around Cape Town, there being 90 furniture and 123 wood-working establishments in that consular district alone. Nearly all lumber purchases in South Africa are made through agents or by timber merchants, often located in the United Kingdom, though some of the larger factories buy parcels of hardwoods direct from American exporters.

British South Africa should not be overlooked by American hardwood firms. Having no native timber, being a rapidly developing country, there is an opportunity to increase the demand for our woods already known, and to introduce those woods with which it is unfamiliar. Birch for trim and furniture should find a market there, together with red gum, and the virtues of maple flooring made known.

The Argentine, which is the most productive of the Latin-American markets, has had a remarkable growth. In the last hundred years the population has increased from less than a half million to over 8,000,000; during the years between 1895 and 1913 industrial establishments more than doubled, and the past five years have seen a remarkable industrial development owing to the cutting off by the war of nearly all imports.

Our Hardwoods in the Plate

The utilization of North American hardwoods in the Plate are, in general, as follows:

For interior finish—oak, walnut, brown ash, beech.

For sash and doors—oak.

For vehicles—oak, white ash, hickory, poplar.

For coffins—oak.

For furniture—oak, walnut, red gum, satin walnut.

For tanks and vats—white oak.

For cooperage—white oak.

While Argentina's forests are one of the country's most valuable natural resources, the hardwoods are little utilized for furniture and trim, owing to the difficulty in seasoning and working, and the cost of production and transportation. The less expensive native hardwoods are used for rough construction, bridge work, docking and planking.

The war gave a great impetus to the domestic furniture industry of the Argentine. Foreign imports, especially English and French, being cut off for nearly five years, native made furniture became firmly established, and will not be easily routed.

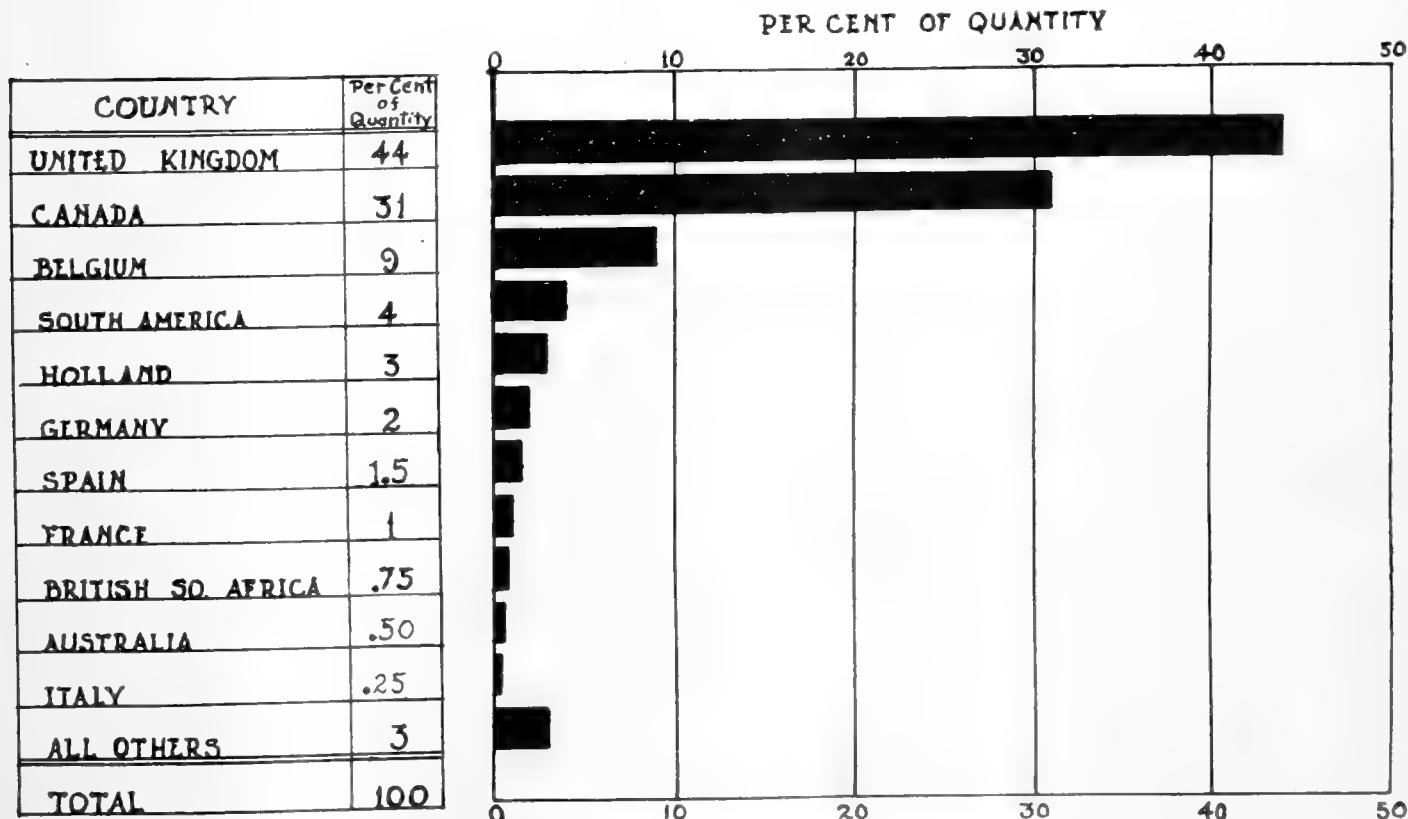
Oak, which has been growing in popularity in the principal South American countries, together with other North American hardwoods, can be still further popularized by judicious exploitations. There was a well-marked prejudice against our oak a few years back, but this is fast being overcome by careful selection and uniform service. The most successful importers of American woods in the Argentine are those firms handling a number of lines of merchandise. These firms are generally large and are considered progressive, yet they are inclined to frown upon innovations, hence to extend our trade in those woods already known and to introduce new hardwoods, our exporters must depend chiefly upon publicity campaigns carried on by themselves or their associations.

Argentina, Chile, Peru, Uruguay, Mexico all offer opportunities for North American hardwoods. In developing these fields certain minor problems are presented not found elsewhere, but on the whole the same requirements must be observed as in other world markets—continuous and intelligent cultivation, uniform quality and service.

Don't Neglect Old Markets

Aside from these so-called pioneer fields, unwearied effort should be directed toward the old, established markets. Exporters should continue to further their red gum trade in Southern Europe, particularly in Spain and Italy, where it has for long been highly regarded. Both of these countries have always given preference to Austrian oak because of its soft, mild texture and, in quarter sawn, because of its unpronounced figure—the splash figure so highly thought of by many here at home not being popular abroad. By careful selection, even grading and uniform service, there is no reason why American oak should not occupy the place in all world markets to which its inherent qualities entitle it.

One thing American oak exporters should bear in mind when meeting Central European competition is the fact that the latter is generally sawed alive and shipped unedged. The advantage claimed is that the resulting lumber from each log is kept together, and



hence more perfect matching of grain and figure can be secured. This, however, is more than offset by the large waste on which a high freight must be paid to distant markets. Exporters should make the most of this, pointing the value to potential buyers of securing a grade of clean prime, uniform in thickness, evenly edged, and with waste reduced to a minimum. This, together with the high average in widths and lengths, and the possibility of securing selected figure and texture because of large stocks, should place American oak in a strong position.

Outside of the United Kingdom our northern woods are little

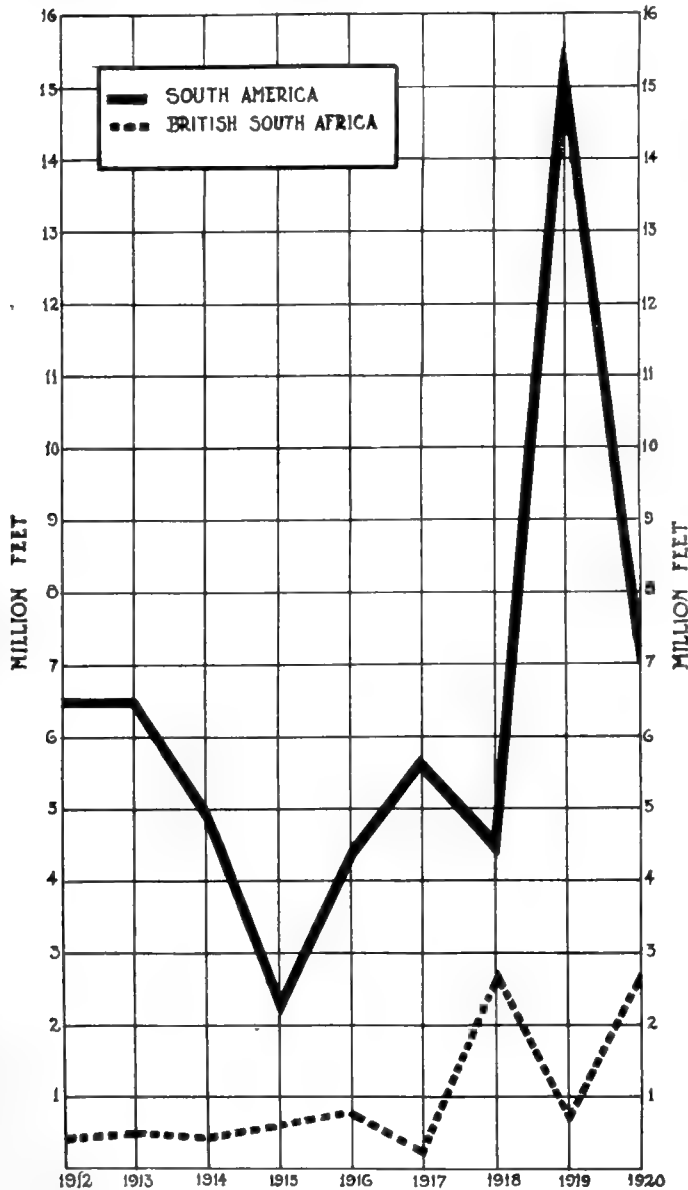


Diagram 4—Exports of oak lumber from United States to South America and British Africa, 1912-1920

known abroad. To introduce birch, elm, maple, to educate foreign buyers and consumers to their virtues, requires time and money, but the effort will be well rewarded. When architects, furniture designers and the general public realize their beauty and utilitarian value, a clientele will be developed which can be counted upon to take an ever-growing volume.

How to Augment Flooring Sales

The United Kingdom has been almost our only foreign market for hardwood flooring, the duty on planed lumber in many countries being prohibitive. With the exception of oak, which is used for flooring in only the finest homes and public buildings, our hard-

wood flooring has been exported for factory purposes. Maple, birch and beech flooring are well known in England and thoroughly appreciated, yet, in general, only the clear grades are purchased and these for factory use. Furthermore, the sizes demanded do not conform to American practice. A campaign to educate buyers to the value and saving in the lower grades and the narrower, American widths should bear fruit.

In seeking foreign markets for hardwoods exporters should make a careful study of the countries they wish to cultivate. It is a waste of time and money to attempt sales where the natural hardwood resources are large and varied. It is useless, for instance, to attempt the introduction of American oak in Serbia, whose native oak resources are large and of high quality, yet such an attempt was made recently by an American oak manufacturer.

While there is nothing mysterious about the export trade, yet certain customs and ethics must be observed. The lines between agents, brokers, merchants and consumers are carefully drawn in most countries, and, to build up a lasting trade, must be followed. On the whole, however, the prime requisites for securing and holding such trade are uniform quality and uniform service. A certain grade, a brand once established, will remain in demand only so long as the quality is uniformly maintained. In some respects export trade is more desirable than domestic. High type foreign brokers and merchants have ever shown a desire to remain constant to their American connections.

American hardwood firms are fast learning to appreciate the dollar value of a permanent foreign trade. Many are reserving each year a portion of their stock for export, and irrespective of export quotations being below the domestic, these firms are accepting the apparent loss, knowing that in the long run they will be the gainers. As general economic conditions adjust themselves, American hardwoods will resume not only their former place in world markets, but will broaden their field. There is an excellent opportunity for intensive foreign salesmanship—a deeper cultivation of old markets, a careful survey of new. Now is the time for planting.

U. S. Lumber Cut Decreased In 1920; Western States Alone Show Increases

The lumber cut of the United States in 1920 was 33,798,800,000 feet, which is 2.2 per cent less than in 1919, and 27 per cent less than the peak in 1907.

The average price of lumber at the mill increased to \$38.42 per thousand, which is a rise of 150 per cent since 1910. The aggregate value of the cut is \$1,299,000,000. These are the highest annual valuations ever recorded, but do not indicate present conditions. They merely reflect the extremely high peak in the post-war lumber prices which was passed in the first quarter of 1920.

These are the principal statistics obtained by the Forest Service, United States Department of Agriculture, in its 1920 canvass of American sawmills. They are based upon reports from 15,978 active mills out of 23,243 estimated to have been in operation. Several thousand mills cutting less than 50,000 feet were not tabulated, though allowance was made for their cut. Comparisons with 1919 are published by permission of the Bureau of the Census, United States Department of Commerce.

The tables show that the States which increased their cut are all in the Pacific Coast group and the Rocky Mountains. Washington is first, as usual. Oregon attains second place for the first time, displacing Louisiana from a position held for 15 years, while California takes rank among the first five, displacing another southern yellow pine State.

In 1920 the Pacific and Rocky Mountain groups of States, combined, produced 35.6 per cent of the cut. The eight States of the southern pine group produced 34 per cent, while all of the rest of the United States produced 30.4 per cent.

News from the National Capital

Forestry Question Will Be Threshed Out

The Interstate Commerce Commission further suspended until January 7, 1922, the operation of all schedules published by the Alabama & Northwestern Railroad, which provide for the cancellation of the existing commodity rate of 11½ cents per 100 pounds on lumber and articles taking the same rates from points on the Alabama & Northwestern Railway to Selma, Ala., the operation of which was suspended until December 8, 1921, by an order previously entered.

The commission further suspended until January 12 the operation of schedules which propose to eliminate the application of the rates on lumber and other forest products from points in southeastern territory to stations not shown in the tariff located between two points of destination named therein on the Norfolk & Western Railway, the operation of which was suspended until December 13, 1921, by an order previously entered.

The American forestry question will be threshed out before the House Agricultural Committee in a week of hearings beginning January 9, according to an announcement by Chairman Haugen. This comes as a climax of a year of work by the National Forestry Program Committee to get a thorough plan for the maintenance of forests before Congress for action.

It is just a year ago that the National Forestry Program Committee was named, with the paper industry, as represented by the American Paper and Pulp Association; the lumber industry, as represented by the National Lumber Manufacturers' Association; the publishers, as represented by the American Newspaper Publishers' Association, and other national and local groups, as members of the committee. From this union of interested groups came the Snell bill.

Hearings of last year came as Congress was about to adjourn, and action went over to the Sixty-Seventh Congress, where Congressman B. H. Snell again introduced the forestry bill. The introduction of essentially the same bill followed in the Senate, Senator Medill McCormick of Illinois being the sponsor.

Sawn lumber totaling 675,000,000 feet had been sold by Finnish exporters up to October 1, according to a report from Trade Commissioner Graves, at Riga. This represents approximately 60 per cent of the stocks on hand, leaving an unsold balance of approximately 450,000,000 feet on hand. Sales in 1920 up to October 1 were reported to have totaled 750,000,000 feet. With the improved demand which has appeared recently in foreign markets, especially in the United Kingdom, the Finnish shippers hope to move upwards of 200,000,000 feet before the close of navigation in December.

Of the quantities sold for export this year, 200,000,000 feet have been contracted for in England, 140,000,000 feet in France and Belgium, 120,000,000 feet in Germany, 80,000,000 feet in Holland and 50,000,000 feet in Denmark, and the balance to other countries. Export sales in Sweden up to October 1 are reported to have amounted to more than 600,000,000 feet.

Manufacturers Offer Economic Data to House Committee on Forestry

The resources of the National Lumber Manufacturers' Association for the furnishing of "industrial and economic facts pertaining to timber growth and lumber manufacture and consumption" were placed at the disposal of the Committee of Agriculture of the House of Representatives by the board of directors of the association at a meeting held in Chicago at the Congress Hotel on Decem-

ber 1. The directors, in the resolution which they adopted, offered the committee the services of John H. Kirby, president of the association, and George S. Long, chairman of the forestry committee, men, they explained, "who are particularly qualified to enlighten the committee on the essential facts involved in this important problem." The resolution was introduced by J. W. Blodgett of Grand Rapids, Mich.

The preamble to the resolution explained the motives of the directors in thus offering the association's full co-operation with the House committee. This said:

WHEREAS, The directors of the National Lumber Manufacturers' Association recognize the existence of a public necessity in the replacement of forests adequate for the needs of future generations, and believe that it warrants the serious and constructive consideration by the nation; and

WHEREAS, We believe it is an obligation of government, both federal and state, through legislation to extend financial aid to secure to the generations of the future these timber requirements, and that it is the duty and obligation of every citizen to aid the government to reach a wise, just and effective solution of its forest problem; and

WHEREAS, We recognize that the future public needs for forest products can not be adequately supplied without the reforestation of some lands which are now held in private ownership, and we believe that owners of forest land will co-operate with the government in such action as may in fact be necessary to enable the government at public expense to safeguard this recognized public necessity, therefore, be it, etc., etc.

An extended discussion which preceded the adoption of the resolution established quite clearly that it is not meant to commit the association to any particular forestry legislation or policy, but merely to give what aid the association can to the formulation of a bill, which will adequately safeguard both private property rights and the interests of the general public. In previous instances, which are familiar to the industry, the directors of the association have formally endorsed the principals of the Snell bill, but have reserved the right to demand the full recognition of the rights of private property as delegated in the Constitution.

The House committee will begin its hearings in Washington on January 6.

The meeting at Chicago was presided over by President Kirby, and in addition to the questions of forestry and the plan for a new American Lumber Congress, the association's national advertising campaign, the attack of the Brick Manufacturers' Association on wood as a building material, timber testing work of the Forest Products Laboratory and other matters were handled. In the matter of the advertising campaign it was decided to put the responsibility for advertising "copy" up to E. P. Allen, director of publicity, under the general direction of Secretary-Manager Compton and the advertising committee. The causes of the misunderstanding which has developed between the association and the brick manufacturers will, following the suggestion of Edward Hines, be investigated by a committee from the association, which will seek a friendly conference with the officers of the brick association. J. S. Newlin, an expert from the Forest Products Laboratory, presented considerable data on the economical sizes and capacities of building timbers.

A resolution was adopted regretting the death of D. O. Anderson of Marion, S. C., former chairman of the advertising committee, and paying tribute to his splendid character both as a man and business man.

Action was taken to discharge the legal formalities necessary for a final dissolution of the Forest Products Exposition Company.

The report of the very successful endeavors of the committee on taxation was made by R. B. Goodman, chairman, and Judge W. S. Bennett, counsel for the committee, who was elected to membership at this meeting.

Plan for Real American Lumber Congress

Action which it is expected will result in making the American Lumber Congress an institution truly and broadly representative of the lumber industry of the country in all its principal branches was taken by the directors of the National Lumber Manufacturers' Association at a meeting in Chicago at the Congress Hotel on December 1. The directors adopted a plan of organization, or re-organization, upon which Wilson Compton, secretary-manager of the association, has spent two years of study and preparation, and which it is hoped will result in the Congress being taken over by delegates from the various associations in the manufacturing, wholesaling and retailing branches of the industry, and ultimately developed into an American Lumber Institute, comparable to the American Iron & Steel Institute and the American Petroleum Institute.

If the proper response is made by the various lumber associations to this plan when a meeting called for that purpose is held in Chicago at the Congress Hotel on April 6 and 7, the special connection of the National Lumber Manufacturers' Association with the American Lumber Congress will cease and it will then be up to the industry as a whole to manage the Congress.

Plan Devised by Compton

The plan for the new Congress is as follows:

The American Lumber Congress is designed to provide simple, direct, systematic, reliable and continuous machinery for the informal joint consideration of and action upon lumber trade problems of common interest to lumbermen.

"Lumbermen" includes timber owners, lumber manufacturers, lumber retailers and lumber wholesalers.

The American Lumber Congress is to aid in giving simplicity, directness, system, reliability and continuity to co-operation in the lumber trade.

For this purpose, the American Lumber Congress is made up of associations, not individuals. The associations are represented by delegates, specifically named for that purpose. No association which does not appoint a delegate is a member of the Lumber Congress.

The American Lumber Congress is informal. It has no membership dues or fees. It is concerned only with the common interest of lumbermen. Its activities are confined to the trade problems of the lumber business.

There is no classification of members. Every state, regional or national association of lumbermen is eligible to membership. Each member association has a delegate. Each branch of the lumber trade is represented by the same total number of delegates. The delegates choose their own officers and their own standing committee.

If the delegates or the standing committee of the delegates devise a more satisfactory way to organize the American Lumber Congress, they are free to do it at any time. There is nothing to hinder them.

Represents All Associations

The American Lumber Congress represents no one association, no single group of associations and no one branch of the lumber trade. If it does, it ceases to be a Lumber Congress.

The National Lumber Manufacturers' Association has taken the lead in this activity—first, because it originated the plan of an American Lumber Congress; second, because it initiated the project of the eventual development of an American Lumber Institute, which may accomplish for the lumber industry what the American Iron & Steel Institute has done for the iron and steel industry and the American Petroleum Institute for the oil trade; and, third, because someone necessarily must take the lead.

The accompanying outline of the American Lumber Congress is a suggestion only. After the Lumber Congress has organized itself, it may modify this plan in any way it sees fit. The only claim for consideration of the accompanying outline of organization is that it represents more than two years of inquiry and study of the most practicable and most effective means of promoting a more efficient, more profitable and a happier lumber business through co-operation between the several branches of the lumber trade.

The American Lumber Congress will meet in Chicago at the Congress Hotel, Florentine Room, on Thursday and Friday, April 6 and 7, 1922. All associations of the lumber industry which wish to be represented in the American Lumber Congress will select their delegate or delegates and on or before March 15, 1922, send their names to T. F. Laist, Chicago representative of the National Lumber Manufacturers' Association, 1613 Harris Trust Building, Chicago, Ill., who will receive the names for this purpose and report them to the Lumber Congress on April 6.

Unless otherwise advised each association is urged to appoint one dele-

gate and an alternate. The final determination of number of delegates to which any association is entitled will be made by the delegates to the American Lumber Congress on April 6 and 7.

This therefore is an invitation to each State, regional or national lumber association to select its delegate; advise T. F. Laist of their names; instruct them as to any lumber trade matters it may wish to have considered by the Lumber Congress; and make sure that they are present in the Congress Hotel, Florentine Room, on April 6 and 7.

As soon as the American Lumber Congress meets, on April 6, it will organize itself, provide for its permanent organization in any way it sees fit. Until that time the National Lumber Manufacturers' Association will make necessary arrangements. After that time its special connection with the American Lumber Congress will cease if the lumber associations of the United States will carry it on together, as an aid to greater efficiency in the making, distribution and use of lumber, to a high public standing for the lumber industry and to a better and more helpful understanding between all branches of the lumber trade.

Outline of Organization

The American Lumber Congress shall consist of all national, regional and State associations of timber owners, lumber manufacturers and lumber distributors, whether at wholesale or retail, which shall appoint delegates to represent them at its annual meeting. All such associations shall be represented by delegates.

Delegates

Delegates to the American Lumber Congress shall be designated annually by the member associations. Each such association shall furnish to the secretary, not later than March 15 of each year, the names of its delegate or delegates.

The total number of delegates shall not exceed seventy-five, of which twenty-two shall represent lumber manufacturers or timber owners, twenty-five shall represent lumber retailers and twenty-five shall represent lumber wholesalers. The chairman and vice chairman shall be chosen from the delegates.

Standing Committee

A standing committee shall be designated at each annual meeting of the American Lumber Congress from its own number, by the delegates then present. The members of the standing committee shall so continue until their successors shall have been designated.

The standing committee shall number seventeen including the officers of the American Lumber Congress, and four delegates each nominated by the delegates representing the lumber manufacturers, the lumber retailers and the lumber wholesalers respectively.

Officers

The officers shall be a chairman, three vice chairmen and a secretary. One vice chairman shall represent the lumber manufacturers, one the lumber retailers and one the lumber wholesalers. The officers shall be chosen annually by the delegates immediately upon the convening of the annual meeting of the American Lumber Congress, and shall serve for one year following the adjournment of such meeting, or until their successors shall have been chosen.

Vacancies

Vacancies among officers may be filled by the standing committee. Vacancies in the standing committee may be filled by the remaining members thereof.

Quorum

A quorum at any meeting of a standing committee shall be seven, provided that lumber manufacturers, lumber retailers and lumber wholesalers shall each be represented thereof by not less than two delegates.

Place and Time of Annual Meeting

The annual meeting of the American Lumber Congress shall be held in Chicago not earlier than March 15 nor later than April 15.

Meetings of Standing Committee

Meetings of the standing committee shall be held upon call of the chairman or the secretary. They may be called at any time upon request from five members, and at such other times as the committee may decide.

Reference to American Lumber Congress

At the request of any five members of the standing committee, any action of the standing committee shall be referred to the American Lumber Congress.

Notice of Meetings

Notice of all meetings shall be given at least fifteen days before such meetings are to be held.

Subcommittees

The vice chairman and the four members of the standing committee representing lumber manufacturers, lumber retailers and lumber wholesalers, shall constitute respectively the subcommittee of manufacturers, retailers and wholesalers. Each such subcommittee will, therefore, have five members. The vice chairmen of the standing committee shall preside over their respective subcommittees.

Each subcommittee may meet separately, or with either of the other two subcommittees at any time and place, but their action does not become the action of the standing committee of the American Lumber Congress until approved by it.

General Authority

A standing committee shall have authority in matters not otherwise specifically provided for.

Fees

There shall be no membership fees or dues.

Committees

There shall be no committees of the American Lumber Congress except the standing committee unless specifically so provided by the American Lumber Congress.

THE DEAN-SPICKER CO.

DOES accurate work in a modern plant in which the veneer stock is carefully protected.

EMPLOYS only the best workmen and has

AREMARKABLY low overhead, thus producing economically.

NOTE our location—Chicago—the center of the middle west consuming market. Shipments made quickly in carload or L. C. L.

We Respectfully Solicit Your Patronage in

**WALNUT OAK MAHOGANY
LUMBER OR VENEERS**

**22nd Street and South Crawford Avenue
CHICAGO**

Great Activity Follows Jamestown Market

Busy Factories Result from Intelligently Meeting Public Demand

Jamestown furniture factories will be busy this winter. The results of the November Exposition are reflected in many of the factories that have been on shorter hours resuming full time, in the satisfaction which the manufacturers have expressed regarding the number and kind of orders placed at the exposition and in a general certainty of still larger business arising from the exposition.

The attendance of buyers at the November market was not only larger than formerly but better. The exposition had been promised "a business-like market for business men" and it fulfilled that promise in every way. Back of the good results were certain factors that made them inevitable.

In the first place, the manufacturers of the Jamestown district gave sound study to the demands and needs of the times. The public pulse was counted through careful investigation in various buying centers and plans were made to work along the lines of least resistance. This wise provision brought furniture to every exhibit which reflected the public taste in design, in construction and in finish.

In design, simpler and plainer lines vied with some elaborate pieces, with heavy members and flamboyant curves. This was due to the demand for smaller furniture on the one hand and the growing appreciation of the sturdier numbers based upon the late Italian Renaissance designs and Early English achievements. In dining room furniture, this condition brought to the various exhibits some dainty creations in straight lines and plain surfaces that could almost be called apartment suites. The increase in demand for that class of dining room furniture heretofore known as breakfast room suites, was thus reflected. Suites of this kind, mainly with the gate-leg table, maintained their place in the regard of the buyers. Along side of these simple suites, one saw large suites, with massive buffet, broad tables and heavy chairs covered with the zenith production of the loom. Several accomplishments in Italian designs were exceptionally grand and magnificent. Standard finishes seemed to hold their own in dining room furniture except, of course, that some of the breakfast room suites were a riot of color and decoration.

The same conditions were found in the many large exhibits of bedroom furniture. Cottage suites were popular, the beds being low and the other pieces small in proportion. Along with them were seen massive chamber suites of generous proportions. All of the periods were represented with the newer creations favoring Italian design. Many of the decorated suites won great approval through large orders. These fell into three main classes, those finished in the Dusty Walnut finish, those carrying a wealth of delicate polychrome and hand decoration and those made decorative through the use of marvelous panels and inserts of fancy figured woods. Two tone effects were popular.

The results in case goods seemed to indicate that the buying public today is divided into two camps with entirely different tastes. In one camp are the people who because of lack of housing, because of lower prices or because of individual taste were demanding very simple and small furniture. In the other are the people whose ideas coincide with broad and magnificent surfaces and the heavy members of Italian and early English design, either from personal choice, or from an idea of solidity of construction which may carry an idea of longer service for the price paid.

In the furniture manufacturers' building the spaces were all well filled with furniture to meet the needs of the day. Every floor contained notable specimens of the industry. The upholstery furniture exhibits held to the high standard which Jamestown has always maintained. The products ranged from simple chairs and davenport to elaborate creations covered with all the precious accom-

plishments of the looms. Tables were exhibited in especially large numbers and in noteworthy range of design. Some of the new designs, several in Duncan Phyfe being particularly remarked, were attractive and compelling. The use of a specially notable type of finish on tables also was one of the outstanding features of the whole exposition. Lamps were represented by some of the most charming accomplishments of the day. Metal beds and office furniture maintained their high places in the Jamestown Market.

The exhibits in the Wellman Exposition Building were equally attractive. This building housed a notable offering of refrigerators, case goods, juvenile furniture and an upholstery exhibit worthy of all the traditions of the best.

Other exhibition places followed the same satisfactory trend and won the same satisfactory results.

Buyers from every section of the country came to Jamestown bent upon a business venture. They came in larger numbers than for some seasons past and among them were those who visited the Jamestown Market for the first time in addition to those who have proved the worth of a trip to the early market. The whole atmosphere was one of business. The buyers approached the exhibition buildings with that air of purpose that bespeaks the absence of vacillation and the presence of determination. They examined the offerings of the manufacturers, found those offerings good, and ordered in satisfactory volume.

The big outstanding feature of the exposition, aside from the gratifying volume of orders which was of course the main object of the Exposition and its main success, was the feeling of down-right business optimism that everywhere prevailed. This does not mean a hail and farewell good-fellowship but intelligent constructive and determining progress. The merchants who represented the distributing end of the industry came to Jamestown to do their part and they did it. The manufacturers demonstrated in the practical way of notable exhibits and proper prices that they were in tune with the time all the time and the results of that combination of forces was the success of the exposition in every way.

New York Loses 35 Per Cent of Wood Using Industries

The New York State College of Forestry at Syracuse University in cooperation with the U. S. Forest Service has completed a new survey of the Wood Using Industries of New York for the year ending December 31, 1919. New York is the first state to issue its 1919 report.

Between 1912-1919, New York's supply of wood to her wood using industries diminished 65 per cent from 548,000,000 board feet to 189,000,000 board feet.

The State has fallen from first to the twenty-fifth place in lumber production. In twelve years her lumber cut decreased by 59 per cent. In 1919 New York manufacturers paid approximately \$11,000,000 for lumber grown in New York while the lumber imported cost about \$66,000,000, material of which fully two-thirds could be grown to equal or better advantage in New York. Some of the imported lumber came 3,000 miles by rail with high freight rates which added to the cost of the finished products. In 1919 twenty-five out of forty-eight industries depending upon wood showed a notable decrease in the amount consumed as compared with 1912. The number of firms decreased by 35 per cent. The state grown wood used was 17 per cent of the total consumption, whereas, in 1912 it was 45 per cent. The total lumber consumption by wood using industries for 1919 was 1,279,795 feet at an average cost of \$60.78 per 1,000. In 1912 the consumption was 1,754,519,217 at an average cost of \$30.76.

EARLY 1922 will require the unusual in lumber deliveries. No service can then be more helpful than our 500,000 feet capacity, specially designed dry kilns. Frequent scientific tests on many millions of feet already dried show without exception absolutely correct results. Splendid transit arrangements make these kilns available to all markets. With this service we offer our famous lumber and veneers, the lumber in plain and quartered white oak, walnut and the other hardwoods; the veneer in quarter sawed white oak, sliced and rotary cut walnut, rotary cut yellow poplar crossbanding.

WOOD-MOSAIC COMPANY
LOUISVILLE INCORPORATED KENTUCKY

Lumber Division Will Back Up Exporters

The United States government, through the medium of the lumber division of the Department of Commerce, will back up American exporters of hardwood lumber and forest products as Germany lacked up her exporters before the world war, with the exception that, as the division expands, the former will exceed the accomplishments of the latter.

The foregoing is the cheering message which Axel H. Oxholm, chief of the lumber division, brought to the members of the American Hardwood Manufacturers Association on December 7 at the luncheon tendered him at the Hotel Gayoso in Memphis.

The attendance was quite large and all present listened with the closest attention as Mr. Oxholm outlined the activities of the lumber division in the direction of assisting exporters of lumber in this country to build up their foreign business on a more stable and more profitable basis.

James E. Stark, chairman of the executive committee of the association, presided, on account of the indisposition of R. M. Carrier, the president, as a result of a slight injury received at his sawmill a few days ago.

Mr. Oxholm outlined the equipment and resources of the lumber division of the Department of Commerce. He said that the division is interested, to the extent of 90 per cent, in fostering foreign business in lumber and that it has a call on the services of more than 1,000 agents in foreign countries, including special representatives in all the larger principal cities, trade commissioners and consuls.

"We are addressing our inquiries to trade commissioners, consuls and special representatives who are familiar with the information desired and who interpret our requests properly. We put the questions in 'lumber language' and the replies are likewise treated. Therefore, if any of you gentlemen want information regarding conditions abroad, you should get it from the lumber division. We will always give you what we have without delay and, if we do not have on file what you want, we will get it for you as quickly as possible," he said.

After he concluded his address, Mr. Oxholm stated that he would be glad to have any questions asked in which members of the association were interested.

Stocks Are Very Low

The hardwood manufacturers indicated that possibly the best and most immediate service the lumber division might do the hardwood lumber industry would be to furnish advance information should there be a heavy redevelopment of foreign demand. It was stated that there is a radical shortage of hardwood lumber throughout the country. Stocks in the hands of consumers are low and stocks at the mills are just as low. There is very little first and seconds and only a slightly better supply of No. 1 common stocks in the South. Production is alarmingly low, comparatively few logs are being gotten out and few mills are running. It is too late in the season to organize logging crews and practically no increase can be made in production between now and the spring season. Thus, if a heavy foreign demand should develop without sufficient warning the market might be greatly demoralized. The southern producers would be in a position to do little more than take care of the domestic trade. The foreign demand might then drive prices up undesirably high and besides it would not be taken care of as it should be and an important group of American exporters would lose much valuable business. Only a close and broad study of economic conditions abroad, such as the lumber division might make, and which might result in valuable advance information, would enable the manufacturer to meet the emergency.

At the present the southern manufacturers of hardwood lumber are compelled to operate along the most conservative lines, as they are restrained from exchanging information on conditions. Therefore, they dare not anticipate the matter of a heavy foreign demand and manufacture to meet it.

John W. McClure stressed the desirability of getting the advance information regarding foreign conditions as promptly as possible. He pointed out that lumber production has been extremely light during the past year, owing to the depressed condition of the industry in this country and abroad. He suggested, in this connection that, with badly broken stocks of hardwood lumber, a big foreign demand, developing in conjunction with the heavy buying of American consumers, might result in a very sharp advance in prices and a somewhat "unstable" market if producers were not advised in advance that large requirements would be wanted abroad and if they did not govern their production so as to take care of this.

Recommends Trade-Marking

Mr. Oxholm stated, in connection with the discussion of more general trade-marking of lumber, in response to a question from Ralph May, of May Brothers, that he believed that trade-marking and the gathering of advance information regarding probable demand and supply—some of it by cable and the remainder through the ordinary channels—would effectually put a stop to the policy of indiscriminate consigning of lumber. He pointed out in this connection that these consignments tend to depress the market and to hurt the legitimate exporter and that they, at the same time, are disastrous, in their effect, on foreign buyers, the majority of whom are interested in seeing a stable market which is impossible where consignments are sent in without rhyme or reason. He also stated that foreign financial institutions regard the consignment evil as an evidence of financial weakness on the part of the firm engaged therein, and emphasized, in this connection, that some foreign associations assess heavy penalty against their members who consign more than ten per cent of their product.

Dooley and Thompson Opponents in Annual Memphis Election

Joe Thompson and Frank T. Dooley are the opposing candidates for president in the grand annual election sweepstakes of the Lumbermen's Club of Memphis. This was the announcement made at the meeting of the club Saturday afternoon, December 10, at a luncheon at the Gayoso Hotel. The members of the club anticipate one of the hottest fights of years, as both are good men, hard battlers and are backed by fighting committees. Some warm work is looked for between this date and December 17, when the election will be held. The two tickets, Blue and Red, with their committees, are as follows:

Blue Ticket

President—Joe Thompson, Thompson-Katz Lbr. Co.

First Vice President—J. Clayton Johnson, J. Clayton Johnson Lbr. Co.

Second Vice-President—J. E. Walsh, Jas. E. Stark & Co.

Secretary and Treasurer—J. T. Kendall, Richards Hdw. Co.

Directors: W. V. Fant, Delta & Pine Land Co. of Mississippi; E. A. Neely, Frank A. Conkling Co.; M. H. Welsh, Memphis Hdw. Lbr. Co.

Nominating Committee

J. P. McSwain, J. H. Maassen, J. H. Stannard, Chairman.

Red Ticket

President—Frank T. Dooley, F. T. Dooley Lbr. Co.

First Vice-President—T. E. Sledge, May Brothers.

Second Vice President—L. H. Pope, L. D. Murrelle Lbr. Co.

Secretary and Treasurer—J. T. Kendall, Richards Hdw. Co.

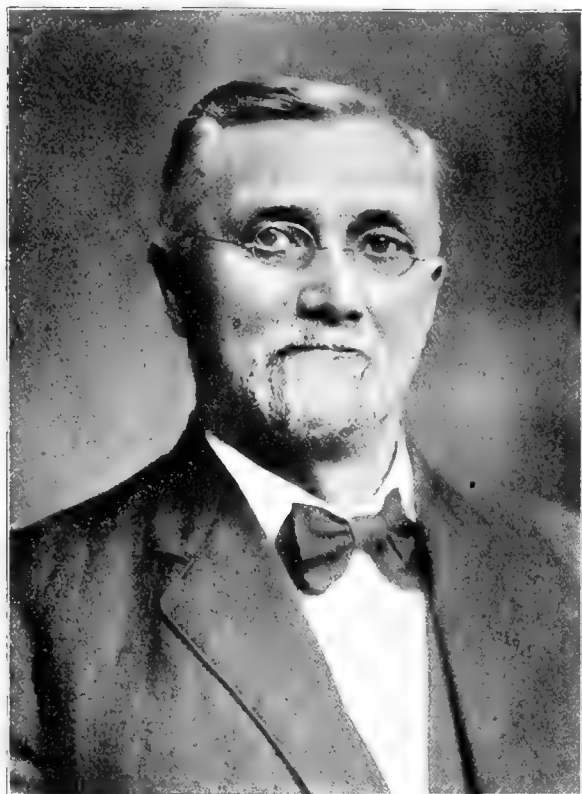
Directors: M. B. Eutsler, Tallahatchie Lbr. Co.; J. F. Mingea, Stillions Mingea Lbr. Co.; J. A. Johnson, Grismore-Hyman Co.

Nominating Committee

J. C. Bonner, H. J. Richards, Frank E. Bruce, Chairman.

This year there will be no letter or telephone solicitation in Shelby County.

Who's Who in Woodworking



Charles Ipson

(Left)

*Vice-President and Superintendent
The H. P. Robertson Co.
Jamestown, N. Y.*

Charles Ipson, who has been a resident of Jamestown, N. Y., since 1866, and has for almost half a century been responsibly identified with important manufacturing interests of that place, has by his life, in its civic, business and religious aspects, earned a high standing among the most representative and substantial residents of Jamestown and Chautauqua county, New York. His manufacturing activities, so long continued, have been of extensive proportions, his church service has been sincere and substantial, and his inter-

—Continued on page 26—

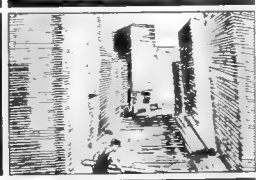
P. E. Ebrenz

(Right)

*Vice-President and Manager
Reliance Buggy Co.,
St. Louis, Mo.*

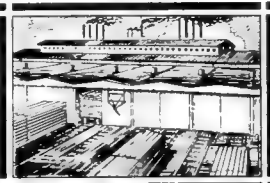
The carriage builders' industry trusts in the leadership of P. E. Ebrenz and the members of the industry frequently prove this by electing him to the high offices within their association. At the forty-ninth annual convention of the Carriage Builders' National Association, held a few months ago, Mr. Ebrenz was elected president. He held this same post in 1915-16. Prior to this last election he had acted as chairman of the Executive Committee of the Association. He is considered one of the most loyal and efficient men connected with the carriage building industry. He is an executive with a quick intelligence and a will that gets things done.





YARD AND KILN

A Section Intended to Promote Efficiency and Economy in Lumber Drying



Upkeep of the Dry Kiln

By C. J. M.

In woodworking the dry kiln is as important a part of the factory equipment as any indispensable shop tool, and in order that it may perform its work properly and with economic expenditure of heat and human labor, and do so within the shortest possible time, it is very necessary that it should receive a reasonable amount of attention, from time to time, at regular intervals, consisting of careful inspection of the building and all parts of its equipment, and the immediate replacement or repair of anything which would in any way interfere with the good performance of the kiln. This applies with especial force to hardwood kilns.

Close observation of kiln buildings, their equipment and performance in a number of establishments, large and small, in various parts of the country, has impressed the writer with the fact that many dry kilns are strangers to even casual attention for purpose of maintaining same in condition for good drying, repairs, as a rule, being made only when same become inevitable.

We hear or read about temperature and humidity control, and the importance of good air circulation in the kiln, whenever and wherever the kiln drying of hardwoods is under discussion, and those who have had the most experience in actual drying fully agree on these three ultra necessities of a good dry kiln (the type or make or building construction all being of secondary importance), to wit:

Uniform heat distribution in all parts of the kiln.

Constant and uniform humidity conditions of the kiln air, and

Fairly intensive circulation of the kiln air over all surfaces of the lumber in each pile.

Now if this means anything it means an air-tight kiln, as air-tight as any building construction can be made and maintained, into which must be fitted doors as large as will admit a kiln car of lumber.

It also means that the heating system must distribute the heat required, no matter how much or how little, uniformly over the entire kiln, and must do so without interruption; in other words, the steam circulation must continue to be efficient and remain on the job 24 hours each day.

It further means that the desired degree or percentage of relative humidity of the kiln air must be readily obtained and maintained in all parts of the kiln. This would be impossible unless the kiln is air-tight, and in case of the ventilated type the ventilation is under absolute control.

Maximum interior air circulation in the right direction also is only possible when there is no interference by air leakage into the kiln.

It is quite feasible to construct dry kilns of the predominant types, the ventilating, condensing, water spray, individual blower, and house the same in frame, brick, tile, or even concrete buildings, and to obtain therein the most satisfactory drying of heavy oak dimensions, as long as these kilns remain in the physical condition to comply with the axiomatic demands above stated, and this means upkeep, more or less of it, some sooner, some later, according to type and construction, but any and all must be maintained in their initial and intended state of perfection if they shall continue to deliver the work desired from same.

Kilns in which are dried the heavier oak dimensions, as wagon stocks, requiring frequent steaming at higher steam temperatures,

will naturally suffer more than will kilns charged with one-inch lumber partially air dried.

In this matter of up-keep, as in any other work connected with kiln operation, system and regularity of attention will produce the best results. As soon as a kiln has been emptied of its last charge it should be carefully cleaned of all accumulations of bark, splinters and dirt, and then carefully inspected by a competent party, who must observe the condition of the floor, the track supports and rails, walls, roof (very important), doors (most important), in open and in closed condition, each coil of the heating system when filled with steam under usual pressure, performance of the traps, if any, operation of the condensers, water sprays, or ventilators, as the case may be, and of the air moving equipment in the case of blower kilns.

Any defects found should be remedied without delay, and the kiln should not be charged until a re-inspection proves that the defects have been properly attended to.

The writer will in a subsequent article on this same subject recite a few of the most surprising and unexpected things which were disclosed through systematic inspection, and which, if not remedied when found, would have led to much grief and money loss. As an example, there may be mentioned at this time that in an important plant, comprising nearly a hundred kilns, drying heavy oak dimensions, the writer found just three kilns free from objectionable defects, such as could not have been remedied by systematic inspection and effort at up-keep.

Questions and Their Answers

From time to time we receive inquiries from our readers who have problems to solve pertaining to the yard or to their kilns, of which those here printed are a fair sample. In the past we have generally answered direct, by mail, those questions with the solution of which we were familiar, and have referred to some of our expert friends, those which required special information.

We will henceforth print as many of such inquiries, and the proper solution of the problems which they represent, as will prove of general interest, and in this we hope to arouse discussions of the more important subjects, thereby serving a greater number of our readers.

We invite the sending of questions to this department.

Question 1.—Condenser Pipes Corroding

We are operating a number of condensing kilns, and regardless of our efforts the condenser pipes seem to deteriorate very fast on their outer surface.

We have repeatedly painted these pipes with an asphaltum paint, each time carefully scraping off the rust and scale with old files and steel brushes, but this paint seemingly did not provide much protection and lasted but a short time.

Some of the steam pipes also get rusty, but not nearly as much as do the condenser pipes.

If you or one of your readers know of a good protecting pipe paint which will last a reasonable length of time we shall very much appreciate to receive the information.

ANXIOUS KILN OWNER.

Answer to Question 1

We have made inquiries of several large industries operating many condensing kilns, and find that severe corrosion of the condenser pipes is more or less general. One very large user of condensing kilns in several plants states that asphaltum paint has proven of no benefit in protection of condenser pipes, even when the pipes were thoroughly cleaned and warmed before application. After trying out several of the asphaltum and oil paints offered for the purpose one of their paint shop foremen reasoned that an oxide body paint would probably serve best and he mixed the following:

90 per cent No. 6 iron oxide.

10 per cent dry red lead.

A small amount of drier.

Enough genuine raw linseed oil to mix to proper consistency.

Then after very carefully removing all previous paint and every bit of rust and scale, he applied two coats of this oxide paint, carefully drying the first in about 115 degrees temperature, and after one year's hard usage the condenser coils were still in very good condition.

Simultaneous experiments were made with this paint on steam coils, on the kiln walls (brick), on the kiln doors (wood), and the door irons and on a number of boards, which latter were exposed for one year on the roof of a kiln building to the weather. The paint won out in every instance against competing paints.

The percentages stated are by weight. Two conditions are most essential for success to wit: Materials used in making the paint must be genuine and of the very best, regardless of cost. Pipes must be cleaned down to the metal, thoroughly dry and dust free.

Question 2.—Best Location for the Hygrometer

I am held responsible for the proper kiln drying of a fair annual quantity of oak, birch, elm, chestnut and gum lumber running from 4/4 to 8/4 thickness. This we dry in some Grand Rapids ventilating and some Perkins condensing kilns. All are of the compartment type.

We use the cross-piling system and I am at a loss as to the proper location of the hygrometers in these kilns.

The Perkins kilns have double canvas doors, while the Grand Rapids kilns have Hussey doors. One kiln only of each kind has openings through the side wall, giving a chance for introduction of the hygrometer.

What chance have I to obtain correct temperature and humidity information? Are there any suggestions? Please help a fellow willing but unable.

KILN OPERATOR.

Answer to Question 2

You have indeed a problem, like so many operators of compartment kilns with cross-piling system.

Hygrometer readings which do not give the actual condition in the kiln are worse than useless, because they are misleading.

Three important conditions control the proper location of the hygrometer in any kiln. These are:

First—The hygrometer should be located so that the dry and wet bulb temperatures indicated by it shall represent the condition of the air when it is entering the lumber piles.

Second—The hygrometer must be located in "moving" air in order that a sufficient amount of evaporation may take place from the wick of the wet bulb to the full capacity for absorption of the kiln air.

Third—The hygrometer must be sufficiently removed from any fresh air supply currents or air currents of infiltration through cracks in walls or doors. Also from cold walls or doors, and likewise from all influence of heat radiation of steam pipes or cool air flowing from condensers.

This is quite a prescription, hard to fill in most ordinary kilns, particularly if you are using the cross-piling system. You will probably be unable to fulfill any of these three conditions fully, and may have to accept the best you can get in a situation which you are not guilty of.

Try to place a car of shorter lumber into the position next to the door, this lumber so piled that the greater free space will be left next to the wall where there are no ventilators or condenser coils. This will enable you to pass by the first car into the space between it and the second car.

Arrange a suitable stick, laid across from first to second car, near the top, and secure this stick so that it cannot move, and suspend your hygrometer from this stick by a good flexible cord, so that you can read the thermometers when standing upright. The cord should then enable you to swing the hygrometer between the piles, pendulum fashion, creating a reasonable amount of air movement over the bulbs, which will not be ideal but which will be much better than still air. The location will fulfill the third condition quite well.

In case you do, as you should, pile the lumber with a center chimney, about 16" to 18" wide at the bottom, and gradually closing toward the top, then you can attach the cord to a special sticker near the top, tie a suitable hook to the bottom of this cord, provide an opening between the end stickers by cutting away one or two of same, and thus introduce the hygrometer, fulfilling the first condition by placing the instrument into the air current which enters the lumber, but you will not be able to swing it quite so far as in the first case, because the stickers will prevent this.

If you are using an ordinary hygrometer this should be in the kiln and in position at least fifteen minutes before any attempt is made to read it, and if you will swing it as advised five minutes before reading your reading may be nearer the truth.

A hygrometer with a motor fan attachment driven by a lighting current is ideal, but cannot always be commanded. The same kind of a hygrometer with a motor fan driven from a single cell battery is not advisable, because the weak current of the battery is quickly absorbed by the short circuit caused by moisture of the kiln, and the fan slows down and eventually stops.

Such are the difficulties opposing proper temperature and humidity readings by the operator in cross-piled kilns, but the same are not insurmountable to system and will power, and the results will in the end justify the trouble and pains taken.

XYLOS.



HIGH HUMIDITY DRY KILN

Circulation in Dry Kilns

It must be constant.

It must be uniform.

It must convey automatically humidified air.

It must convey automatically tempered air.

Remember:

It is good times when money circulates freely—it is good DRYING times when air circulates freely.

"The Kiln with the Circulation You Can Understand"

HAVE YOU WRITTEN FOR YOUR
COPY OF OUR NEW CATALOGUE



Largest Factory in the World Devoted to the Manufacture of Air Moving Equipment

B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASSACHUSETTS

Atlanta, Ga., Boston, Mass., Chicago, Ill., New York, N. Y. •
Philadelphia, Pa., Rochester, N. Y., Seattle, Wash.,
San Francisco, Calif.

An Interesting Side-Light on the Dimension Standardization Problem

Some interesting information on the marketing and the present condition of the market for turning squares is contained in letters which passed between W. A. Babbitt of South Bend, Ind., chairman of the standardization committee of the Association of Woodusing Industries, and a lumber company in Wisconsin, which had experienced considerable disappointment in its recent efforts to market dimension stock. The letters were offered to HARDWOOD RECORD for publication because of the light they throw on the difficulties of the dimension stock program. The name of the lumber company involved in the correspondence is set down as "Blank" and the location of the company is also fictitious, but otherwise the entire correspondence is authentic. The price of squares discussed is withheld for practical reasons. The letters follow:

BLANK LUMBER COMPANY

Woodville, Wis., Nov. 25, 1921.

Mr. W. A. Babbitt, Gen'l Sec'y.
National Assn. of Wood Turners, Inc.
Box 517, South Bend, Indiana.

Dear Sir:

We acknowledge receipt of your letter of the 22nd instant, the contents of which we have carefully noted.

We are afraid that the members of your Association hardly appreciate what we are offering them when we offer our practically clear Squares at the prices we are making on this stock at the present time. The fact of the matter is that we have not dared to ask anything like a FAS price for our Squares, and with the exception of the 42" & 48" lengths are asking a good deal less for Squares than #1 Common Lumber is bringing at the present time. For instance, we are offering our 1x1-18", 24", 30" & 36" Maple & Birch Squares, made under the National Rules, well manufactured and bundled, @ \$60.00 per M ft. board measure on cars Woodville, when we are easily obtaining \$40.00 for the same Lumber in the #1 Common grade. The attitude of the Wood Turning Industry rather discourages the production of this dimension stock, for as far as Turning Squares are concerned, we are getting the cold shoulder in whatever direction we turn. There seems to be practically no demand for them except the 42" & 48" lengths, which are used by the Broom Handle Trade, and we assure you that it will take but very little inducement for us to discontinue the manufacture of Squares entirely.

Possibly we are lacking in salesmanship, but you know it takes two to make a bargain, and we seem to be unable to find the other fellow.

We assure you that your interest in the matter is appreciated, and remain,
Yours truly,

BLANK LUMBER COMPANY.

Mr. Babbitt's Answer

BLANK LUMBER COMPANY,

Woodville, Wis.

Nov. 29, 1921.

Gentlemen: Your esteemed favor of November 25 has received special attention on account of the grave issue which it raises. If the writer goes into the matter in some detail, I trust that you will understand I am attempting to serve you what little I may, with no thought of criticism either of your views or policies.

A fair and general observation on the problem which lumbermen are facing in marketing standard dimension is that very few lumbermen recognize how large and difficult a task it is. As the futile efforts of the Forestry Service clearly show, there is no organization which can hand dimension stock orders to lumbermen. While the efforts of the various organizations who are freely devoting time and money to the task of securing standardizations of raw material (and nowhere more freely than in the lumber industry) are having wonderful success in selling the idea of standardization in a *wholesale way*, and thereby making it easier for the manufacturer to find and sell to his particular customers, the fact remains that nevertheless, *each producer must find and sell his own consumers*, along customary lines of sales promotion.

Referring to the work of the Association of Wood Using Industries, through its Standardization Committee; from the outset the policy has prevailed of depending upon the trade papers of the lumber industry to disseminate the data compiled by the committee. No industry has an abler press, or one more loyal to the industry it serves. The lumber press has not only given freely of its front page columns, but has supported the progress of standardization with editorials of exceptional discrimination and force.

In September the writer published in the trade papers a resume of the conditions of stocks in the hands of manufacturers of turned and shaped wood products. This resume showed that these stocks varied from eight to twenty-six months' supplies averaged by districts. North New England had the largest supply, the southern or delta district having the smallest. With this broadcast statement was emphasized the fact that the market

for dimension stock was fully as stagnant as the market for plank lumber. *Lumbermen were warned that cut-price offerings would not only not produce business, but rather would further demoralize the situation.*

You state in your letter, "The attitude of the wood turning industry rather discourages the production of dimension stock * * * we are getting a cold shoulder in whichever way we turn." Have we made it plain to you that you have quite misunderstood the attitude of our industry? We have not bought dimension from sheer inability to buy, just as other lines of wood fabrication have been unable to buy their usual requirements. Furthermore, we have done everything in our power to prevent your low-priced, less-than-cost offerings.

May I make the suggestion that during these days of rapid change in the method and viewpoint of buyers of wood products, it is of vital importance that every interested executive shall be instructed and ordered to read, and report to the "Old Man," on every article appearing in the trade press in which these problems of change are discussed. This may require additional copies, but the results obtained will more than justify the expense.

We note your reference to a free demand for special lengths. It is not the intention of the Committee of Standardization knowingly to let either producer or consumer be misled as to the facts about dimension stock. On the face of it, the price you quote per M board feet for standard dimension, worked 42" and 48" lengths, would make profiteers of all broom handle manufacturers, and break all dimension stock manufacturers. As a matter of fact, it would utterly demoralize the broom handle market, which already is sufficiently without bottom.

The statisticians of the Forest Products Laboratory are working along lines mapped out by the Committee of Standardization to show just what differentials must be charged for special lengths, as against the permissible lengths under the National inspection rule. You may be interested to know that your price figures less than half the cost of production of a 42" 1x1 square in the best equipped and the most favorably located broom handle plant in this country. The same rate per M board feet figures out still more ridiculously on the 54" 1x1 square. We are not assuming that you were caught in any such trap, but we are grabbing the opportunity to point out dangers along that line of production.

The length of this letter has no doubt greatly taxed your patience, but you have to listen to one more stubby and obstinate fact. The foregoing glimpse into the technique of dimension stock ought to convince your company and all lumbermen that the time has come to get together with your customers on a basis worthy of the vast issues involved. This standardization campaign has been run on a shoestring. No lumberman and mighty few wood users have ever given up a plugged nickel to insure its success. It is no "one man" or "one committee" proposition. The campaign has staggered along simply because it has the support of a splendid trade press, the staunch co-operation of the Forestry Service, and a riddled rear guard of nuts who do not know how to quit.

Very truly yours,

(Signed) W. A. BABBITT.

Chairman of the Standardization Committee Association of Wood Using Industries.

(Continued from page 25)

est in creating a healthful environment for the people of the community, has been evidenced on many occasions during the twenty years of his participation in the direction of the Board of Health of Jamestown. During Mr. Ipson's participation in the management of that board he was instrumental in putting through a garbage disposal law that proved so efficacious in practice in Jamestown that it was adopted by two of the principal cities in the United States.

Mr. Ipson is a native of Bornholm, Denmark, having been born on that island Aug. 16, 1846, his father being Hendrik Ipson, who is famous in Danish history for the discovery of cement according to the process now called Portland. In 1866 Mr. Ipson left his native Bornholm, where he had learned the cabinetmaker's trade, and came to America. He first settled in Warren, Pa., and followed his trade there for a short time. During this same year he moved to Jamestown, of which place he has ever since been a resident. He followed the trade of cabinetmaker in Jamestown for about six years and then became identified with the firm which was one of the predecessors of the H. P. Robertson Company. In the past forty-seven years Mr. Ipson has worked through the entire plant of this company, passing from jobs of the most humble kind to his present position of responsibility. He is still active and vigorous after these forty-seven years of hard and conscientious work, but his H. P. Robertson Co., relieves him of much of the detail of the management of the plant.

Long Bell

Branded Hardwoods

WE produce in quantity all commercial sizes of quality hardwoods cut from selected logs from the famous Saline River bottom of Arkansas and the Bucatanna basin lowlands of Mississippi, where these woods develop exceptional texture and uniformity of color.



The Long Bell Lumber Company

R.A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

Chief of Lumber Division Offers Service of Bureau to Lumbermen

The resources of the Lumber Division of the Department of Commerce were placed at the disposal of the lumbermen of Chicago by Axel H. Oxholm, chief of the division, who was the guest of the Lumbermen's Association of Chicago on Friday, December 2, at a special luncheon meeting called by S. F. D. Meffley, secretary-manager. "We want you lumbermen to make use of this lumber division," were the words with which he opened his short address.

Mr. Oxholm introduced Bentley MacKenzie, Chicago representative of the Department of Commerce, on whom the lumbermen may call whenever they want to get into prompt and direct touch with the division.

Mr. Oxholm spent three days, December 1, 2 and 3, in Chicago, and left that city to continue his tour of the South and Middle West, which he is making for the purpose of discussing the problems of the trade with the members of the lumber industry. Prior to coming to Chicago he stopped in Cincinnati. He was in Kansas City, Mo., December 5 and 6; Memphis, Tenn., December 7 and 8, and Shreveport, La., December 9.

Before returning to Washington Mr. Oxholm plans to fulfill the following schedule: Houston, Tex., December 12; Beaumont, Tex., December 13; Orange, Tex., December 14; New Orleans, La., December 15, 16 and 17; Laurel, Miss., December 19; Gulfport, Miss., December 20; Mobile, Ala., December 21; Pensacola, Fla., December 22.

Chicago Wins Milling-In-Transit Privilege

The fight waged for the past fifty years by Chicago lumber interests to secure the milling-in-transit privilege for that city has at last been consummated by a complete victory. S. F. D. Meffley, secretary-manager of the Lumbermen's Association of Chicago,

on December 2, made the announcement that all railroads serving Chicago had granted the privilege. Since that time congratulations have been showered upon N. C. Mather, the hard-hitting president of the club; Mr. Meffley, A. A. Adams, chairman of its traffic committee, and John Andrew Ronan, a leading traffic attorney of Chicago, who acted as counsel to the association in its successful battle.

The privilege gained for Chicago is said to be the most sweeping and advantageous enjoyed by any lumber center in the country. It is defined as "stopping carloads of lumber in transit for concentration, drying, grading, assorting, storage, yarding, planing, dressing or resawing, and its forwarding in carloads to a subsequent and further destination." To secure the benefits of these transit privileges, shipments must be forwarded to final destination within twelve months from the date of freight bills covering inbound movement. The through rate from the point of origin to that of final destination will apply on the lumber thus reshipped, with a minimum of \$12 a car. The privilege applies to all domestic woods, but foreign woods are excluded.

The privilege is open to all shippers with yarding facilities on the various railroads in the Chicago district, who will declare in writing that they will abide by the rules formulated and agree to allow the railroads to freely inspect their records whenever they deem it necessary. The users of the privilege must also agree to make affidavit as to the accuracy of these records.

It is estimated by Mr. Meffley that the privilege will save shippers of lumber more than \$500,000 annually, and will result ultimately in an increase of the lumber traffic through Chicago to an amazing extent. The failure to have the privilege during the last five or six decades that the lumbermen have been striving to attain it has occasioned a loss of some \$23,532,500, because of the steady decline in both in and outbound shipments, Mr. Meffley stated.

Companies desiring to take advantage of the transit privilege must secure special forms, both transit and non-transit.

The Mail Bag

B 14—Red Gum for Italy

Editor HARDWOOD RECORD: The American Chamber of Commerce for Italy having favored us with your address, we beg leave to ask you to kindly be good enough to furnish us the names and addresses of producers or dealers of the following kinds of woods: Red Gum, FAS; Select Common Red; Common Red No. 1 C; Sap FAS.

Antonio Ferrelli,
Via 4, Gentile 4, Milan, Italy.

Pertinent Information

Disclosing Name of Shipper on Freight Bills

In response to inquiries from members of the National Wholesale Lumber Dealers Association as to their right in requesting destination agents to omit names of original shippers from freight bills rendered to customers, the association has, through its Transportation Bureau, issued the following bulletin to members:

Sec. 15 of the Interstate Commerce Act provides, in part:

"That it shall be unlawful for any common carrier to disclose or to permit to be acquired by any person or corporation other than the shipper or consignee, without the consent of such shipper or consignee, any information concerning the nature, kind, quantity, destination, consignee or routing of any property tendered or delivered to such common carrier for interstate transportation, which information may be used to the detriment or prejudice of such shipper or consignee, or which may improperly disclose his business transactions to a competitor."

In *Albree vs. B. & M. R. R.*, 22 ICC 303, 321, the Interstate Commerce Commission broadly held that the Act indicates an intent upon the part of Congress to secure to every shipper immunity from a disclosure of his business at the hands of a common carrier.

In its decision "In the Matter of Freight Bills" 38 ICC 91, the Commission held:

"Freight bills presented to ultimate consignees of shipments reconsigned in transit ought not to disclose the name of the original consignor; neither should they show the original point of shipment, nor the route of movement to the reconsigned point except in instances where the ultimate consignee is required to pay the through charges."

J. E. Fairbanks' Demurrage Tariff No. 4-A, ICC No. 8, contains the following note under Rule 4 covering Notification:

"When owner requests that original point of shipment be omitted on reconsigned cars, this information shall not be shown on notice of arrival at destination."

This decision "In the Matter of Freight Bills" refers to "Shipments reconsigned in transit," but the present Diversion and Reconsignment tariffs include "A change in the name of the consignee" in the definition of the term "Diversion or Reconsignment," although no charge is made where an order for the delivery of a car to other than the billed consignee is or has been presented to and accepted by the agent at destination and no change is required in billing records nor additional movement of car required.

Therefore, when an agent at destination is requested not to disclose the name of the original shipper on the freight bill which is rendered the customer, the agent should observe such instructions, as the consignee who makes such request is entitled, under Sec. 15 of the Act, to immunity from a disclosure of his business transactions at the hands of the railroads.

Further, in Conference Ruling No. 356 the Commission holds it to be unlawful for a carrier to disclose to a shipper the name of the ultimate consignee of a shipment reconsigned in transit by the original consignee.

Clubs and Associations

Southern Hardwood Traffic Annual Announced

S. M. Nickey, president of the Southern Hardwood Traffic Association, has issued a call for the ninth annual of this organization to be held in Memphis, Tenn., at the Hotel Gayoso, January 6. Invitations will be extended to the 500 hardwood forest products firms identified with this organization and it is anticipated that, owing to the unusual interest in rate and traffic matters generally, the attendance will be very full.

Preliminary plans for the annual were arranged at a meeting of the governing board held at the executive offices in Memphis, Friday afternoon, December 2. At the same time President Nickey appointed the fol-

lowing gentlemen to select a new slate of officers for 1922. John W. McClure, James E. Stark, J. F. McSweyn, of Memphis; Max Miller, Marianna, Ark., and T. V. Ashby, Jackson, Tenn. Nomination is equivalent to election.

The big, outstanding feature of the work of the association during its ninth year was the filing of the hardwood rate case with the Interstate Commerce Commission and the subsequent presentation of evidence against present "destructive" rates before that body. The association asked for virtual elimination of the advances under Ex Parte 74 and J. H. Townshend, secretary-manager, and other officials are in daily expectation of a favorable decision from Washington. The activities of the association, however, have covered a very wide range and a feature of the meeting will be the annual report of Mr. Townshend, dealing with the accomplishments of this body.

Officers whose terms expire in January are:

S. M. Nickey, president; R. J. Hackney, vice-president; Elliott Lang, treasurer; S. M. Rickey, vice-president of the Cincinnati district; A. E. Norman, Jr., vice-president of the Louisville district; Lucas E. Moore, vice-president of the New Orleans district, and Paul C. Smith, vice-president of the Helena district, and the following vice-presidents in charge of committees: Mack Morris, Jackson, Tenn., legislative; William Pritchard, car supply; J. W. McClure, finance and auditing; James E. Stark, export traffic; T. E. Sledge, rate book; Walker L. Wellford, rate adjustments; F. T. Dooley, membership and assessment; C. L. Harrison, Cape Girardeau, Mo., storage, and George W. Hand, Cincinnati, freight claims. Seven directors will be elected to succeed W. A. Ransom of Memphis, Max Miller of Marianna, Ark., C. H. Sherrill of Merryville, La., W. E. DeLaney of Lexington, Ky., G. V. Patterson of Alexandria, La., Charles Hudson of Memphis and Daniel Wertz of Evansville, Ind.

Arrangement of the program will be entirely in the hands of J. H. Townshend, secretary manager, and due announcement thereof will be made later.

Indiana Hardwood Men to Meet

The annual meeting of the Indiana Hardwood Lumbermen's Association will be held at Indianapolis, Ind., at the Claypool Hotel on Friday, January 20. Frank L. Donnell of Donnell Brothers, Morris, Indiana, who announced the date of the meeting, says that it promises to be a most interesting one.

Exporters to Hold Annual Meeting in Cincinnati

The annual meeting of the National Lumber Exporters' Association has been fixed for January 25 and 26 at the Hotel Sinton, in Cincinnati, and a large attendance is expected because of the prevailing situation, which presents various problems out of the ordinary. Many matters of special interest are expected to come up, among them the London contract form and measurement, and a report on this subject by Gustave A. Farber, the London representative of Russe & Burgess, Memphis, is looked for. Officers will be elected and on the evening of the 25th a dinner will be given by the Cincinnati members in honor of the visiting exporters. These members are as follows: Cincinnati Walnut Lumber Company, M. B. Farrin Lumber Company, Freiberg Mahogany Company, W. F. Gammage, Howard & Barber Lumber Company, Kosse, Shoe & Schleyer Company, James Kennedy & Company, Ltd., Menzies, Hale & Bolman Company, Mowbray & Robinson Company. The special committee on arrangements for the entertainment is headed by Edward Barber and is composed of W. J. Eckman and J. J. Lueban.

"Syncopated Steppers" Enliven Dinner

The Lumbermen's Club of Memphis, tendered its annual dinner at the Hotel Gayoso, Saturday evening, December 3, to its members and their out-of-town guests. Covers were laid for about 200 and a delightful menu was served members and their guests.

The entertainment feature de luxe was presented by Pate's Syncopated Steppers, secured for the evening from the Lyceum Theatre management. The artists varied widely in their costumes. Some of the black faced comedians wore overcoats and ulsters, while the young ladies who did the real "stepping" as well as the greater portion of the "high-kicking," swung to the opposite extreme in what they did not wear. However, the combination made a distinct hit and was forced to respond to several very enthusiastic encores.

W. R. Barksdale, H. J. M. Jorgensen, J. D. Allen, Jr., Max Sondheimer, C. R. Ransom, C. B. Dudley, J. H. Stannard, Frank E. Bruce, Joe Thompson, J. H. Hines, president, and other members contributed very much to the pleasure of the occasion by telling stories and by other verbal feats.

The lumbermen and their guests gave themselves wholly to the spirit of the occasion which was characterized by wit, humor and good fellowship.

Northern Wholesalers Schedule Quarterly Meeting

The regular quarterly meeting of the Northern Wholesale Lumber Association will be held at the Milwaukee Athletic Club, Milwaukee, Wis., at ten o'clock in the forenoon of Friday, December 16.

"Present conditions in the hardwood lumber trade make it extremely important that every member of the association be present at this meeting," said the call to the meeting issued by T. T. Jones, president, and J. F. Hayden, secretary.

Appalachian Loggers to Meet in Cincinnati

The spring meeting of the Appalachian Logging Congress will be held in Cincinnati, O., at the Sinton Hotel, May 9, 10, 11, 1922, according to an announcement just made by T. Sunderland, secretary.

Lumber Exchange Is Defended

The St. Louis Lumber Trade Exchange was defended at the resumption in that city of Attorney General Barrett's dissolution suit. Witnesses testified that before the exchange was formed the giving of short measures and inferior quality were common practices among dealers in St. Louis.

That the cost of doing business exceeded the service charge of the exchange, which was \$15.09 per thousand feet was the testimony of Geo. L. Walters of the Mound City Lumber Co. He said dealers lost \$43,747.53 on total sales of 82,542,515 feet during 1920.

R. E. Gruner of Phillip Gruner & Bros. Lumber Company said freight rates were responsible for high prices. He cited Douglas fir as an example, saying it could be purchased on the Pacific Coast for \$13 per thousand feet and the rate on it is from \$24 to \$26 per thousand feet to St. Louis.

Lieut. Governor Lloyd of Missouri testified in behalf of the exchange, saying the formation of it was beneficial to dealers and consumers.

Evansville Club Annual

The regular monthly meeting of the Evansville Lumbermen's Club will be held at the New Vendome Hotel on Tuesday night, December 13, at which time the annual election of officers will take place. J. C. Greer, head of the J. C. Greer Lumber Company, has been the president of the club for the past year and he has not indicated that he will stand for re-election. William P. Partington, secretary and treasurer of the club, probably will be re-elected. There will be a business men's luncheon served, followed by a discussion of business matters.

Mayor Benjamin Bosse of this city recently appointed a committee of leading citizens to devise ways and means of giving employment to men and women of the city who have been idle for the past few months. At the first meeting of the committee, a sub-committee was appointed, headed by Edward L. Israel, of the Washington Avenue Temple, and the purpose of this committee will be to work out plans for the building of 500 new homes in the city during the next six months that will give work to some of the idle men. It is proposed to rent the houses for sums ranging from \$20 to \$25 apiece.

Manufacturers of phonographs and other musical instruments in Evansville and other towns and cities in southern Indiana report that their trade has not been so good during the past month or two and that because of the falling off in business some of the plants are either closed down or are being operated on short time.

The new buildings of the Blue-Reel Lumber Company at Petersburg, Ind., a few miles north of here, have been completed and the company now has one of the most modern lumber plants in this end of the state. The company owns yards and plants in several other southern Indiana towns.

George Foote, of the Evansville Band Mill Company, has returned from a business trip to Vincennes, Ind.

Wholesalers' Annual at Washington

As previously announced, the next annual meeting of the National Wholesale Lumber Dealers' Association will be held at Washington, D. C. Secretary Schupner was in Washington a few weeks ago and the dates have been set for Wednesday and Thursday, March 22 and 23.

This, the thirtieth annual meeting, marks another decade in the association's history, and the selection of Washington as the convention city assures a large attendance. The convention program and arrangements have been referred to the Executive Committee, and announcements will follow in due course. The committee will be pleased to promptly hear from members with suggestions of matters to be considered at the convention.

Secretary Makes Trip

W. W. Schupner, secretary of the National Wholesale Lumber Dealers' Association, is making a visit to members in several cities, and looking after association matters requiring immediate attention.

He was at the Bellevue-Stratford, Philadelphia, November 30 and December 1; the William Penn Hotel, Pittsburgh, December 12; at the Congress Hotel, Chicago, December 13, 14 and 15; at the Iroquois Hotel, Buffalo, December 16 and 17.

Inter-Association Arbitration Meeting Called

A meeting of the Inter-Association Arbitration Committee, of which Dwight Hinckley of the Dwight Hinckley Lumber Company of Cincinnati, is chairman, has been called for December 13 at Chicago in the Congress Hotel. The meeting was called for the purpose of hearing the report of the sub-committee, which last spring was appointed to prepare a general plan governing inter-association arbitration. Fred Larkins, assistant secretary of the American Wholesale Lumber Association, is chairman of this sub-committee.

In the call which he issued for the meeting Mr. Hinckley urges all lumber associations—manufacturing, wholesale and retail—to send a representative to consider the plan which will be offered.

Speaking of arbitration in connection with the call for this meeting Mr. Hinckley said: "During the past several years arbitration of business disputes has grown in favor particularly among lumbermen. One association alone has handled over three hundred cases this year and in some instances the amount involved has gone into thousands of dollars. We believe the time has come when some definite or practical plan should be followed in handling these disputes, particularly where the parties interested do not belong to the same association. The object of the meeting in question is to devise such a plan and form a league of associations, which will work under this agreement. Please be advised that compulsory arbitration will not be a part of the plan."

Baltimore Exchange Holds Annual Meeting

The annual meeting of the Baltimore Lumber Exchange was held on the afternoon of December 5 at the rooms of the Old Colony Club, in the Southern Hotel, instead of at the Merchants' Club, as usual, and the customary banquet was omitted in the face of the prevailing conditions in the trade. W. Hunter Edwards, president, submitted his yearly report, and the statements of the secretary-treasurer and of various committees, showing the work done during the year, were also presented. Mr. Edwards gave a review of business conditions during the twelve months, which, he admitted, had not been of an encouraging character, but did not venture to make a forecast for the future. The other reports showed that the Exchange has held its own and that much work of benefit to the trade has been done. The election of officers resulted in the following slate being chosen:

President—W. Hunter Edwards.

Vice-President—George Waters, George Waters & Son.

Treasurer—L. H. Gwaltney, John H. Zouck & Co.

Managing Committee—Pembroke M. Womble, William M. Burgan, Lewis Dill, George E. Waters, Theodore Mottu, Henry D. Dreyer, Daniel MacLea, MacLea Lumber Company; Frederick A. Ascherfeld, H. Rowland Clapp, John L. Alcock, John L. Alcock & Co., and Ridgeway Merryman.

New Orleans Club Stages Membership Frolic

The New Orleans Lumbermen's Club, comprising the leading hardwood as well as pine and cypress lumbermen of the extreme Southern section, has embarked upon a membership campaign, following its recent removal into its new and thoroughly modern home at Union and Carondelet streets. The club at the present time has a membership of upwards of 350 leading members of the industry. The first step taken in the campaign was a big social "stunt," arranged by a special committee, on which the hardwood phase of the industry was represented in the person of C. H. Sherrill, president of the Sherrill Hardwood Lumber Company, of New Orleans and Merryville, La.

The staid lumbermen sent all cares to the four winds on the night of November 29 and with their wives, daughters and friends celebrated the formal opening of their new quarters with an elaborate housewarming party, at which music, dancing, vaudeville numbers and brief, appropriate addresses were the principal features. The function, at which lumbermen worshiped at the shrine of the Goddess Terpsichore until a late hour, served the two-fold purpose of giving the campaign its first real impetus and also of opening up what promises to be a really brilliant and enjoyable social season for the club.

With the Trade

Brown Entertains in New Offices

On Tuesday, Nov. 29, the Louisville Hardwood Club held a meeting at the new offices of the W. P. Brown & Sons Lumber Company, the club having been invited to attend a special dinner arranged by the Brown company, which also invited a few guests from the hardwood trade. One of the best dinners that any lumberman ever sat down to was arranged by J. G. Brown, who has forgotten more about good food than most people know. The interesting feature of the evening was discussion of the old days in the hardwood trade, in which some of the old timers told of interesting experiences and adventures in their early days in the lumber trade, much of the information on changed conditions being almost new to the younger members.

Davis Joins May as Buyer

The R. R. May Hardwood Co. has recently announced that O. I. Davis has joined the company as a buyer. Mr. Davis is a brother of Charley Davis, of the Mengel Company hardwood department, and was with that company, the Stimson Veneer & Lumber Company, Memphis; J. V. Stimson, at Huntingburg, Ind., and other prominent houses. Mr. May reported that he had recently closed a very nice agreement with a large English concern to be exclusive representative in this territory, and in return will have his lumber handled exclusively by this concern in the Hull, Liverpool and Manchester markets.

Dooley Wins Suit from St. Louis

In case a shipment of hardwood lumber is made to a buyer and there is some stock therein below grade, the latter must take all that is up to grade and pay for it at the invoice price.

This is, in brief, the principle established by the decision of the jury in the Chancery Court at Memphis, Tenn., which heard the case of the Ozan Lumber Company, of St. Louis, vs. the F. T. Dooley Lumber Company, of Memphis, and which decided in favor of the latter.

The trial lasted more than two weeks and the facts developed therein may be briefly summarized as follows:

In May, 1920, the defendant firm sold to the complainant three cars of No. 1 common white and red oak at \$140.00 per M. On arrival of the lumber, the complainant claimed that it was below grade. The defendant firm insisted on official inspection and this showed that 81 per cent of the lumber was up to grade. The latter offered to take care of the 19 per cent degrade lumber. The complainant, however, insisted

on rejection of the entire shipment and brought suit to secure recovery of the \$6,000 paid against the invoice before arrival of the lumber and to collect \$1,000 claimed for unloading and handling.

The defendant firm did not attempt to deny any of the facts brought out at the trial but it put a number of witnesses on the stand to give evidence regarding trade practices in such cases and this evidence weighed so heavily with the jury that it brought a decision in favor of the F. T. Dooley Lumber Company.

The decision, however, loses some of its immediate importance for the reason that the complainant firm is taking steps to appeal to the higher courts.

Mother of William and Charles Perrin Dies

Mrs. Belinda S. Perrin, mother of William A. and Charles N. Perrin, members of Blakeslee, Perrin & Darling, died in Rochester on November 25, aged 77 years. She was the widow of Andrew N. Perrin, who was long actively engaged in the petroleum industry, and for a number of years she had made her home in Rochester with a daughter, Mrs. Henry F. Burton. Two other daughters are Mrs. Sybil Perrin Inslee, of Rochester, and Mrs. Edward C. Atwater, of Batavia.

Bowen Resigns; Succeeded by Schaad

Armour C. Bowen, district manager of the Southern Hardwood Traffic Association resigned from that organization December 1, and on the same date left Memphis for Pensacola, Fla., to become traffic and assistant sales manager of the Weis-Patterson Lumber Company which recently removed its headquarters from Pensacola to the Florida city. Although his headquarters were in New Orleans, Mr. Bowen had spent the greater portion of the past several months at the executive offices of the Association here assisting in preparing the "hardwood rate card" and in other important work.

George Schaad, Jr., assumed the position of district manager at New Orleans on December 1. For the past year or more he had been assistant to Mr. Bowen and prior to that time he had been district manager of the association at Helena, Ark. He is therefore entirely familiar with his duties in his advanced position.

Mr. Bowen takes very high rank among traffic men in the South because of his ability, energy and application. He was brought up in that wonderful school of experience, the Illinois Central railroad, advancing by rapid stages from a clerical position in the rate department to the position of assistant to the general freight agent. He was serving in the latter capacity when he enlisted in the army in 1917. He was discharged during Christmas of 1918 with the rank of lieutenant of infantry. Shortly thereafter he opened the district offices of the association at Alexandria, La., subsequently removing them to New Orleans.

Mr. Bowen is secretary of the Southwestern Hardwood Manufacturers Club and vice-president of the American Overseas Forwarding Company. What effect acceptance of his new position will have on his official connections with these organizations is not known.

Hackley-Phelps-Bonnell Company Runs Mill for Fuel Only

In a letter to *HARDWOOD RECORD* the Hackley-Phelps-Bonnell Company of Phelps, Wis., corrects the statement published in the November 25 issue to the effect that the company was preparing to re-open its sawmill and begin extensive woods operations because of the decided improvement in the market. The company advises that it is starting its mill merely for the reason that its fuel supply has been exhausted and "it's a case of make some or freeze up." The company does not expect to operate the mill longer than necessary to secure the needed fuel. The company does not feel the need of adding to its lumber stocks just now, as its yard is full and very little stock is being moved.

Edna Lumber Company Formed

The Edna Lumber Company has been organized at Hagerstown, Md., by W. M. Daniels and M. E. Ellinger, for the purpose of selling lumber wholesale and on commission. The offices of the company are in the Aughinbaugh building and connections have been formed with a number of high class mills. The owners of the company will work the trade in Central and Western Maryland and Central Pennsylvania. Both have had wide experience in that territory and understand not only the selling but the milling end of the business.

Williams-Crawley

Miss Gladys Lee Crawley of Little Rock and Erskine Williams of Memphis, were united in marriage at the home of Mrs. A. B. Harvey, Memphis, Wednesday evening, November 30, the Rev. Charles W. Wehdell, pastor of the First Methodist church, officiating.

The bride is the daughter of Mr. and Mrs. Charles Lee Crawley of Little Rock, and was a debutante in Little Rock society circles several years ago. Mr. Williams is the principal in the Erskine Williams Lumber Company of Memphis, and is one of the most prominent as well as one of the most popular of the younger men identified with the industry in this city.

An informal reception was held following the ceremony and after this, Mr. and Mrs. Williams left for a bridal trip on the southern coast. They will be at home at 1408 Carr avenue, Memphis, after January first.

Gladding Addresses Service Club

John C. Bluford, Orval S. Hixon, Harris Cox and L. C. Huey, representing the lumber industry of Indianapolis, had charge of the enter-

tainment at the luncheon of the Service Club which was held recently. An address was made by N. A. Gladding, vice-president of E. C. Atkins & Co., in which he emphasized the importance of the conservation of the nation's resources of timber.

Prominent Wagon Maker Is Buried

The funeral services for Peter Bernd, Indianapolis, founder of the Bernd Brothers Company and Peter Bernd and Son, wagon manufacturers, who died recently at his home, 1138 South Illinois street, were held at the residence November 26, at 2 o'clock. Mr. Bernd was 75 years old and had been ill almost a year. He was born in Germany, but came to Indianapolis in 1873, and in 1875 was married to Katherine Thomas. In the same year he organized the Bernd Bros. Company, and in 1904 established Peter Bernd & Son, with which he was connected at the time of his death.

Wood Novelties Factory Going Up

Work is progressing rapidly on a new building being erected by the Storms novelty works, at Winchester, Ind. It will be a two-story structure 100x50 feet, with a one-story adjunct, 20x80 feet, on the west side, which will include a fireproof engine and boiler room. A modern office building will also be erected. When the new buildings are completed, a large amount of new machinery will be added for the manufacture of all kinds of wooden plugs. It is said the factory will give employment to 50 men in the beginning.

Vail-Donaldson Company Organized

For the purpose of dealing in forest products and timber lands the Vail-Donaldson Company was recently organized in Fort Wayne, Ind., by Aaron T. Vail, James W. Donaldson and Edward A. Becker. The company has a capital stock of \$300,000.

Steven & Jarvis Open Southern Hardwood Department

Because of the demand on the Steven & Jarvis Lumber Company of Eau Claire, Wis., for southern hardwoods, the company has opened a department in its Chicago office, Lumber Exchange building, to take care of this end of the business.

This department has been placed in charge of Rowland S. Utley, who had handled southern hardwood lumber in the Chicago territory for a number of years and is familiar with the needs of the trade. Mr. Utley resigned the position of manager of the Chicago office and hardwood department of the Chicago Lumber & Coal Company to take this position. Previous to this connection he was with the Aberdeen Lumber Company and in business for himself. His experience is wide.

The Steven & Jarvis company is now prepared to market all of the southern hardwoods.

Appointed Vicegerent Snark

C. A. Neuenhahn, Vice-President and Secretary of the Central States Tie and Lumber Company of St. Louis, Mo., has been appointed Vicegerent Snark for the Southeastern District of Missouri, according to announcement from the headquarters of Hoo-Hoo.

Mr. Neuenhahn is one of the popular and live wire lumbermen of St. Louis and has been a most earnest worker and supporter of the Order in his activities in the past. Immediately following his appointment, he held a meeting at the American Annex Hotel and appointed committees and completed arrangements for Consecration to be held at the American Annex on Dec. 14. A large number of candidates has already been signed up.

Maurice Wiley to Form Own Company

Maurice W. Wiley of Philadelphia, Pa., announces that he has sold his stock in the Sterner Lumber Company to his former associates and has resigned as director and president in order that he may engage in the wholesale lumber business on his own account and under his own name. He is negotiating now for suitable offices in Philadelphia and expects to perfect plans between now and the end of the year, so that he will have everything in smooth running order by January 1, 1922. In the meantime he is looking after his affairs from his residence, 3624 Baring street, Philadelphia.

Farber Predicts Quiet in Export Trade

Business in American hardwoods with Europe during the next few weeks will be quiet, in the opinion of G. A. Farber, foreign representative of Russe and Burgess, Inc., Memphis, and, himself a member of that firm, who has returned to Memphis recently from his headquarters in London.

Mr. Farber takes the view that the advance in prices, which has already appreciably slowed down foreign buying, will continue to operate in the same direction, pending further developments in the wood working industry in Europe as well as in the American hardwood situation. He points out that foreign buyers have bought with considerable freedom during the past few weeks and that, in addition to stock already in hand, a large percentage of recent purchases will arrive in the next few weeks, thus giving ample supplies for the time being. The disposition of foreign buyers to delay placing orders is due, according to the authority, primarily to losses they sustained on high-priced lumber they carried into the depression of the past year, and they are, quite naturally, somewhat in the position of the "burnt child" and are anxious to see whether or not the present level of prices for American hardwoods will be maintained.

Mr. Farber says that American hardwoods are encountering some real competition from foreign lumber, particularly from Poland and from Austria. Austrian white oak, he points out, compares very favorably with the American product, the only complaint being based on lengths.

Hardwood News Notes

MISCELLANEOUS

The Garrison Wells Lumber Company and the Hudson Hardwood Lumber Company have both recently launched in the wholesale hardwood lumber business at Little Rock, Ark.

Grafton Johnson's interest in the company operating under that name at Edinburg, as also in the Osgood Lumber Company, Osgood, and the Diamond Veneer & Lumber Company, Shelbyville, Ind., has been sold to Charles F. Mahley.

The capital stock of the Lomira Furniture Manufacturing Company, Lomira, Wis., has been increased to \$100,000.

The Dixie Hardwood Company has commenced in the wholesale hardwood business at Vicksburg, Miss.

CHICAGO

The genuine scarcity of stocks of hardwood lumber at the mills of the North is attested by H. W. Maffett of the Maffett-Graeff Lumber Company, Appleton, Wis., who was in Chicago to visit the trade during the week ending December 3. Mr. Maffett had just made an extensive trip to the mills in northern Wisconsin and the Upper Peninsular, and declared that he found a greater shortage of stocks than he has observed at any other time in the twenty-two years he has traveled in the northern producing territory. The shortage is particularly acute, he said, in 1-inch Nos. 1 and 2 common maple and No. 1 common and better birch. Basswood FAS are practically off the market, and stocks of common also are getting very low. He cited the case of one large Michigan firm, with a big production, which had to go into the open market for about 200,000 feet of birch in order to take care of its customers. He does not believe that production in the northern territory will exceed 50 per cent of normal, and this circumstance, coupled with low mill stocks, low stocks in consumers' hands, is certain to force radical advances in prices.

It will surprise the trade to learn that the youngest manager of a hardwood department in the city of Chicago is a charming girl but twenty years of age. This is Miss Irene Fahey, manager of the hardwood department of the Chicago office of the Chicago Lumber & Coal Company. Miss Fahey was promoted from the humble post of stenographer to this important position because she had, whenever the opportunity had presented itself, shown an almost uncanny ability to sell hardwood lumber. During absences of the former manager, Rowland S. Utley, "Miss Irene," as she is known to the trade, would step in and fill his place locally and upon his return might surprise him with reporting the sale of 10 to 20 cars of hardwood lumber. And she made good sales, because she knows her business. There are buyers who will testify that she knows as much about hardwood lumber and the selling thereof as most of the men.

Miss Fahey was promoted to the post of department commander upon the resignation of Mr. Utley, who recently resigned to accept a position in the Chicago office of the Steven & Jarvis Lumber Company, Eau Claire, Wis.

Col. W. B. Greeley, chief of the U. S. Forest Service, was the guest at an informal luncheon at the Union League Club when he stopped over in Chicago recently en route to Washington after having attended a forest fire conference on the Pacific coast. At the luncheon Col. Greeley discussed forestry matters with David L. Goodwillie, chairman of the forestry committee of the U. S. Chamber of Commerce; W. L. Hall and local lumbermen.

Fred Wright was down from Wausau, Wis., near the first of December and was cordially greeted by his many friends among the lumbermen and buyers.

E. C. Smith of Milwaukee, who enjoys the distinction of being the brother of Roy Smith, manager of the Chicago office of the Charles W. Fish Lumber Company, was in Chicago around the first of December visiting his brother and calling on the trade.

Director Winslow of the Forest Products Laboratory, Madison, Wis., attended the meeting of the directors of the National Lumber Manufacturers' Association, Chicago, December 1.

O. T. Swan of Oshkosh, Wis., secretary-manager of the Northern Hemlock & Hardwood Manufacturers' Association, was in Chicago on December 1 and attended the meeting of the directors of the National Lumber Manufacturers' Association.

William Boniface of the William Boniface Lumber Company, Escanaba, Mich., and treasurer of the Winegar-Gorman Lumber Company, Winegar, Wis., was in Chicago recently to confer with Joe Gorman, manager of the Chicago office and vice-president of the Winegar-Gorman Lumber Company.

T. A. Kelly of the T. A. Kelly Lumber Company, Watersmeet, Mich., was in Chicago on business the week ending December 3.

George H. Bulgrin of the R. Connor Company, Marshfield, Wis., and W. D. Wheeler of W. D. Wheeler & Co., Marshfield, Wis., were recent visitors to the lumber trade in Chicago.

BUFFALO

A report from Rochester states that the appellate division of the Supreme Court has revised with costs the decision in the case of the New York Central Railroad against the Warren Ross Lumber Co., Jamestown, N. Y., and dismissed the complaint with costs. This is the case in which Justice Sears about two weeks ago rendered a decision that Philippine mahogany is not real mahogany, and not subject to the railroad's classification covering foreign woods. The lumber company held that the wood should take a lower freight rate than that charged under the classification in question. The difference in freight on the shipments involved amounted to a little over \$500, but it was the principle at issue which led to the lawsuit.

President French and other officials of the Atlantic Lumber Co. were recent visitors for a day at the company's office and yard here.

Work of demolishing the old residences on Delaware avenue at the corner of Cary street is now proceeding and in the spring work will be started on the erection of a large hotel there. The property was owned by Willis K. Jackson, of Jackson & Tindle.

Orson E. Yeager spent Thanksgiving day and several days following with his parents at Moscow, Pa.

Judgments were recorded last month against the H. T. Kerr Lumber Co., with office in Ellicott Square, Buffalo, in favor of the Sawyer Goodman Co., for \$4,576.01, and the General Lumber Co., \$1,077.07. The company has been engaged in the wholesale hardwood trade here for a number of years.

The Hardwood Lumber Exchange of Buffalo, which is a social organization in these days, meeting only semi-occasionally, but nevertheless alive and representative of the industry here, has elected Elmer J. Sturm as president and Frank T. Sullivan as secretary and treasurer.

The Fiber Furniture Co., Corry, Pa., is completing the erection of a new building, 32 by 143 feet in size and two stories high. It will be used as a drykiln and lumber shed, and will have Erie Railroad switching facilities.

Commodore Louis A. Fischer, of the Buffalo Yacht Club, and member of Dohn, Fischer & Co., Lumbermen, has reached Jacksonville, Fla., with his yacht, the Romana, after cruising from Buffalo since October 12.

PHILADELPHIA

W. N. Lawton, president of the Lawton Lumber Company, Sixth street and Glenwood avenue, has sold his large yard to C. C. Colbaugh, who will conduct a general mill business. Mr. Lawton leaves for California at the latter part of December and upon his return will engage in the wholesale lumber and supply business.

"There will be a veritable scramble for lumber in the spring of 1922," according to a statement made by Mr. Lawton. "The volume of the demand will be unprecedented, and lumber industries will prosper as they have never prospered before in time of peace."

"The lumber dealers of the United States should realize this and prepare themselves accordingly. The nation is on the verge of a boom which will prove more favorable than has any boom period of times past. The coming increased successes of industry and trade will, moreover, be more permanent than the successes we experienced generally in the natural evolution of the economic cycle. It is this boom, which has already begun to develop, that will create an enormous demand for lumber."

Portions of the yard of Janney Lumber Company are being demolished to make way for the erection of the Delaware river bridge which will connect Philadelphia with Camden.

The David Baird Lumber Company, Camden, N. J., has made a large claim for damages for its property from the Delaware River Bridge Commission.

PITTSBURGH

The Lutz Lumber Company, capital \$25,000, is a new hardwood concern, which will have its plants in Randolph County, West Virginia. Following are the incorporators: D. E. Lutz, F. A. Holsberry, R. H. Allen, Elkins, W. Va.; John Z. Miller, Beverly, and L. P. Walker, Ridgely, W. Va.

The Empire Lumber Company, whose president was the well known R. D. Baker, now of California, has filed a petition asking for dissolution of the company.

The Sherman Valley Coal & Lumber Company is a new concern at Bedford, Pa., which has been organized with the following incorporators: John M. Harencamp, R. G. Chisholm, James Mack, Eben H. Pennell and Edward M. Pennell.

The E. H. Shreiner Lumber Company has not found 1921 an easy year to do business, but Mr. Shreiner, by hard plugging, is pulling out at the end of the year with a pretty good record and looks for a stiff improvement in business next year.

W. P. Craig has been cashing in lately on all business done with the glass companies, which are now operating at nearly full capacity. For many years he has made a specialty of industrial and mining stocks.

November building in Pittsburgh amounted to \$2,984,000. This compared

The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

Showing our fresh water pond within the Mississippi River at New Orleans, where our steamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY

OFFICE AND WAREHOUSES:
CINCINNATI OHIO

SAW AND VENEER MILLS:
NEW ORLEANS, LA.

BRANCH SALES OFFICES:

CHICAGO, 39 W. Adams St.
N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER

with only \$869,000 in November, 1920, thus showing a most gratifying gain.

A new wholesale concern has been organized in Salem, Ohio, with capital of \$100,000, which will be known as the Wilhelm Lumber Company. The officers are: J. R. Wilhelm, president; E. E. Dyball, vice-president; J. C. Devine, secretary; A. M. Wilhelm, treasurer, and W. D. King, general manager.

The Wheeler & Dusenbury Company has started the manufacture of lumber again on a large scale, near Endeavor, Pa. The company has more than 14,000,000 feet of lumber in stock now in that district.

The Monongahela Lumber Company reports industrial business not yet up to standard by a long way. Manager Herrington of this company says that purchasing agents seem to have definite instructions not to make large purchases or contracts until after the first of the year, or until business conditions have cleared up somewhat in a big industrial and financial way.

The hard maple groves of eastern Ohio are being rapidly cut down this year and the lumber sold largely to furniture manufacturers. In addition to the good price which is being received for this lumber farmers are cutting this timber, because in many cases it is beginning to "go back." Very little maple hardwood timber, except these maple groves, is found in the border counties of eastern Ohio.

BOSTON

William E. Litchfield, 60 years old, of 75 Bellevue street, Newton, president of the L. & H. Lumber Co., one of the oldest and best known and most respected wholesale hardwoods men in the East, was killed Saturday, November 19, when struck by a train at the Harrison square station in the suburb of Dorchester. He was connected with many New England lumber organizations and was long an authority in the hardwoods field here. He was a member of the Newton Congregational church and a Mason. He is survived by Cordelia Amy Gilbert and four children. His son, George A. Litchfield, after service in the war across, about a year ago opened a hardwoods mill in Indiana.

BALTIMORE

The value of forest products of Maryland, according to the Census Bureau at Washington, in 1919 was double that of ten years before. These products, which include fence posts, crossties, pulpwood, sawings, poles, bark, turpentine and rosin, amounted to \$4,673,536. The area of

merchantable timber in the State in 1920 on 12,835 farms reporting was 305,758 acres.

Building improvements, additions and alterations made in Baltimore during November amounted in value to \$1,412,760, against \$1,269,000 for October. The largest single item in the report for the Annex was for 44 two-story frame dwellings erected at a cost of \$175,000.

The death of Rufus K. Goodenow, president of the Canton Box Company, November 25, after a short illness of pneumonia, came as a shock to the lumber trade here, Mr. Goodenow having been for many years one of the most prominent members. He was 66 years old and a native of Maine, having come to Baltimore as a young man. He had served as president of the Lumber Exchange and was a member of the Managing Committee at the time of his death, having been renominated. His son, Rufus K. Goodenow, Jr., will succeed him in the management of the business.

S. G. Ashby of the Atlas Lumber Company of Cincinnati was a visitor in Baltimore recently and saw some of the hardwood men here.

E. M. Stark of the American Column and Lumber Company, with mill at St. Albans, W. Va., and main office in Columbus, O., made the rounds of the trade here last week and gave it as his opinion that conditions generally presented a fairly promising aspect.

The Atlantic Mill and Lumber Company, on Caroline street dock, has purchased the wharf occupied for many years by Thos. J. Shryock & Co., on Thames street, at Philpot, and it is reported will erect shed, bridge, a slip and make other improvements. The price paid is said to have been \$100,000.

The increased interest in American hardwoods in the United Kingdom, especially of late, is indicated by the frequency with which representatives of foreign firms are beginning to visit this country. One of the recent callers was Robert Bruce of Robert Bruce & Co. of the well-known Liverpool firm, who saw some of the shippers in Baltimore and then continued his trip. In the last few days John Pinnington of Duncan, Ewing & Co. of London and Liverpool, has been in Baltimore. It is Mr. Pinnington's first American trip, which he is making more to get acquainted with the exporters at various points than with a view to taking up stocks. He conferred here with some of the exporters, and stated that it was his purpose to make a swing down South as far as New Orleans, coming East by way of Chicago and other points.

The controlling interest in the lumber business of L. E. Williams & Co. at Salisbury, Md., has been acquired by R. G. Evans & Son, of that place, the consideration involved being put at \$75,000. The Williams firm has been active for the last fifty years and owns some three acres of water

(Continued on page 51)

Furniture Council Conservatively Optimistic

Accurate Costs and Price Stability at Markets Will Largely Influence
1922 Business

The annual meeting of The National Council of Furniture Associations was well attended at its sessions on December 6th and 7th at the Hotel Pennsylvania in New York City.

The National Council is an advisory board consisting of six furniture trade associations. Its meetings have been held quarterly and its recommendations are referred to the member organizations covering policies pertinent to the furniture industry after an exhaustive analysis has been made concerning the conditions af-

ected. Through its conferences the broadest possible picture is made available covering situations governing the manufacturing and merchandising of furniture. Never before has there been such a broad vision obtained regarding the supplies of raw materials entering into the production of furniture. Policies advocated by the National Council which have been endorsed by its member associations have evolved a stability during the trying period of the past year to the advantage of every furniture manufacturer.

Through cooperation established with retailers of furniture the National Council has served as a medium to elevate the conditions throughout the furniture industry as a whole.

Chairman Ashton P. Derby presided at the annual meeting. Following a report from Secretary J. T. Ryan, the delegates present in responding to the roll call stated conditions existing in their respective lines. The reports indicate that after a very unprofitable experience the major portion of this year, the furniture producing centers are now well supplied with orders. The fact that retailers are carrying light stocks is taken by the factories as basis for the belief that furniture will be in demand in increasing volume as the year 1922 advances.

Skilled labor with furniture plants is becoming scarce; factories are operating 50 hours on the average. Many special jobs have been manufactured at no profit whatever, such work being taken on in order to reduce the overhead burden. Prices for furniture have held steady with the manufacturers since July 1st, though many patterns are now being sold at less than cost of production.

The representative of the retailers stated that conditions as reported by the manufacturers are largely reflected in the retail trade. One thing which is worthy of note is the statement that the retailer is finding credit conditions now showing a marked improvement. Two factors affecting the purchase of furniture by the public are worthy of mention, one is the increase in the number of marriages, the other being the steady expansion of the building of dwellings. Ever since the war ended there has been a tendency on the part of the public to live in a cramped condition. Families have doubled up, storing furniture if necessary. That situation is showing a slight reaction. Furniture is being withdrawn from storage and invariably that calls for the purchase of additional equipment.

The situation regarding lumber stocks in the hands of furniture manufacturers is quite spotty; some factories are well supplied whereas others will of necessity have to cover their requirements for 1922 in the near future. The furniture manufacturer requires No. 1 common and better grades. The discussion concerning the outlook of the lumber supply indicated that there is a very great difference in the opinions of furniture manufacturers as to the

availability of the stocks which they will require in 1922. There seems to be a question in the minds of many furniture people concerning the statements made by lumber interests that stocks of the better grades are short in the hands of the sawmill interests and that logging conditions are not favorable at this season, hence that there will be a curtailment of production of lumber throughout the hardwood section.

The furniture manufacturer has a vital interest in the production of hardwood lumber and it is a pity that there are lacking in the lumber market today proper stability of values and definite information regarding the lumber producing conditions and available stocks.

A report was made of the survey now being conducted among the furniture manufacturers to establish the volume and sizes and dimension stock annually required out of which a most interesting picture will evolve of interest alike to both lumber and furniture interests.

The Committee emanating from the conference in Cleveland on Nov. 8th with the suggested schedule of terms published in a previous issue of Hardwood Record, presented that schedule to the Council and an extended discussion ensued. This new schedule while essentially the same as the standard terms recommended by the Council at its previous meeting in September, was enough different to necessitate in the opinion of the Council further consideration through a committee appointed

to confer with retail interests, the better business bureaus and others with instructions to report conclusions at the next meeting. The secretaries of the associations comprising the National Council were appointed as a special committee for that purpose.

The Council considered a communication from a committee on design registration which seeks to have an act in law which will permit designs as evolved to be copyrighted and protection afforded which is not available under existing statutes. The Council felt that this subject held particular interest for manufacturers of furniture and desiring more light on the subject referred the matter to a committee of one to report at the next meeting.

A motion prevailed that a communication be sent to the Department of Commerce extending the full cooperation of the National Council of Furniture Associations with that Department in the latter's efforts to compile data affecting industrial conditions.

The report of special committee recommending the establishment by the National Council of a traffic department was adopted by the meeting. The purpose of the traffic department is to encourage the development of local and association traffic bureaus to handle the specific matters pertaining to those interests. A committee of the Council aided by an advisory board composed of representatives of the various association and local traffic activities will consider and act upon only such matters as are of general interest to all phases of furniture production.

In considering the financial status of the furniture industry the National Council felt that while severe losses have been sustained by factories generally, due to increased overhead on account of reduced production, the consensus of opinion was that with an increased demand for the products of the factory the net results for 1922 will very largely depend upon the stability of prices as they

(Continued on page 46)



Ashton P. Derby, Re-elected Chairman

New Lumber and Veneer Concern Starts Auspiciously

Because of the prominence of its organizers, announcement of the recent organization of the Ingalls-Spicker-Ransom Company of Nashville, Tenn., and Chicago, will undoubtedly prove interesting to the trade. The company was organized November 15 to manufacture such leading cabinet woods as mahogany, walnut and oak in both lumber and veneers. The production will be handled entirely at the company's extensive plant at Nashville where in addition to the extensive stock carried in the Chicago warehouse, the new company will warehouse a very extensive line of veneers as well as maintain a sizeable selection of hardwood lumber in the same species. The sales office is in charge of Julius T. Spicker, vice president of the company, and is located at 3622-28 S. Morgan street.



C. E. Ingalls, President

The company, which starts out with a paid up capital of \$200,000, has the following officers: C. E. Ingalls, president; J. T. Spicker, vice president; A. B. Ransom, vice president and treasurer; A. J. Zeitler, secretary. Mr. Ingalls' son, Everett R., a well equipped young man with several years' experience in this line of business, will assist his father at Nashville, while Mr. Spicker's son, Maxwell P. Spicker, who has been actively engaged in the manufacture and sale of veneers during the past six years will assist his father out of Chicago.

The veneer mill at Nashville is capable of producing 60 to 75 million feet of veneers a year and has just been completed with the installation of splendid equipment throughout.

The plant which occupies an area of ten acres involves in addition to a very complete outfit for veneer production, an eight-foot band mill, modern lumber dry kilns, and an unusually fine veneer drying installation. Several large warehouses with ample

trackage facilities adjoin the main plant and at a separate plant the company operates a second mill cutting principally sawn oak veneers.

Mahogany logs will be imported from Africa and Central America for manufacture at Nashville, while for domestic logs the company will draw on a selection of products from a tract of 300 million feet of oak, poplar and walnut which is available in the mountain district of northern Tennessee.

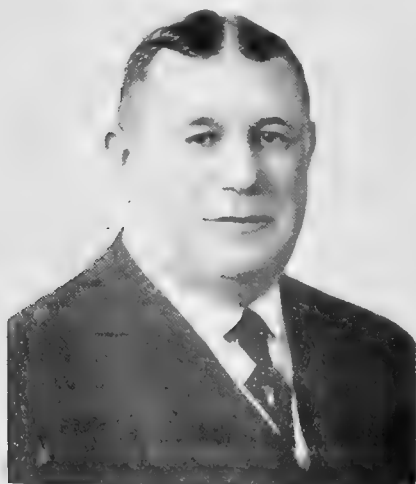
Clarence E. Ingalls, president of the company, has been prominently associated with the veneer and hardwood business thirty years. He started with Cameron L. Willey of Chicago, being made president and general manager of that company on Mr. Willey's death some years ago. Mr. Ingalls succeeded Charles B. Willey to the presidency of the company on the death of the second member of the Willey family two years ago. He has continued in that position until recent months. Mr. Ingalls is considered one of the best posted men on foreign woods in this country and is thoroughly trained in veneer manufacture.

Julius T. Spicker, vice president, has a thirty-five years' career in the lumber and veneer business to his credit. His first connection was with the H. Herrmann Manufacturing Company for whom he served as general manager at the company's large saw-mill at Beattyville, Ky. After about ten years with this company he associated himself with C. C. Mengel & Bro., Louisville, now The Mengel Company, where for nineteen years he handled mahogany in both lumber and veneers. His first responsibility was the export department which he headed until in 1900 he was placed in entire charge of the mahogany sales.

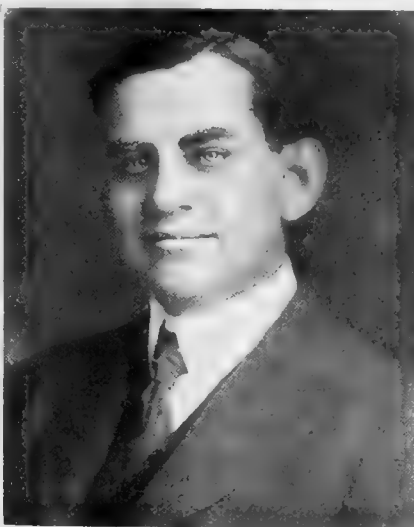
In 1916 Mr. Spicker resigned to associate himself with the Dean-Spicker Company, 2245 S. Crawford Ave., Chicago, of which company he was president and general manager until his resignation on November 15 of this year. Mr. Spicker's prominence in the veneer and lumber industries, particularly the fancy wood end of the business, is internationally recognized.

Arthur B. Ransom, vice president and treasurer of the company is already thoroughly introduced through his extensive interests at Nashville and elsewhere. He is head of the famous Ransom interests involving John B. Ransom & Co., Nashville Hardwood Flooring Company, American Hardwood Flooring Company, and the E. & N. Manufacturing Company of Nashville.

Andrew J. Zeitler, a resident of Nashville, has seven years practical experience in the veneer and lumber business to his credit and has made an excellent record. He will have charge of the veneer department at Nashville.



J. T. Spicker, Vice-President



A. B. Ransom, Vice-President and Treasurer



A. J. Zeitler, Secretary

ALGOMA *the Better* Plywood

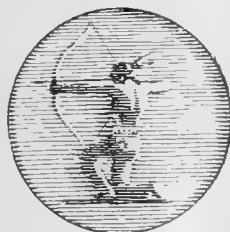


“A Merry Christmas!”

To all the readers of all the magazines which carry this message—to our new friends and our old friends—to those who use Algoma Plywood and those who will sometime decide to use it—we say with all our heart these three old words—“A Merry Christmas!”

For months we have told you of Algoma Plywood—how it is glued and seasoned; sanded and cut; inspected and shipped; with the constant desire that it shall be Better Plywood.

Let us now put business aside and extend the sincere good wishes of the season which has symbolized good will toward men for over nineteen centuries.



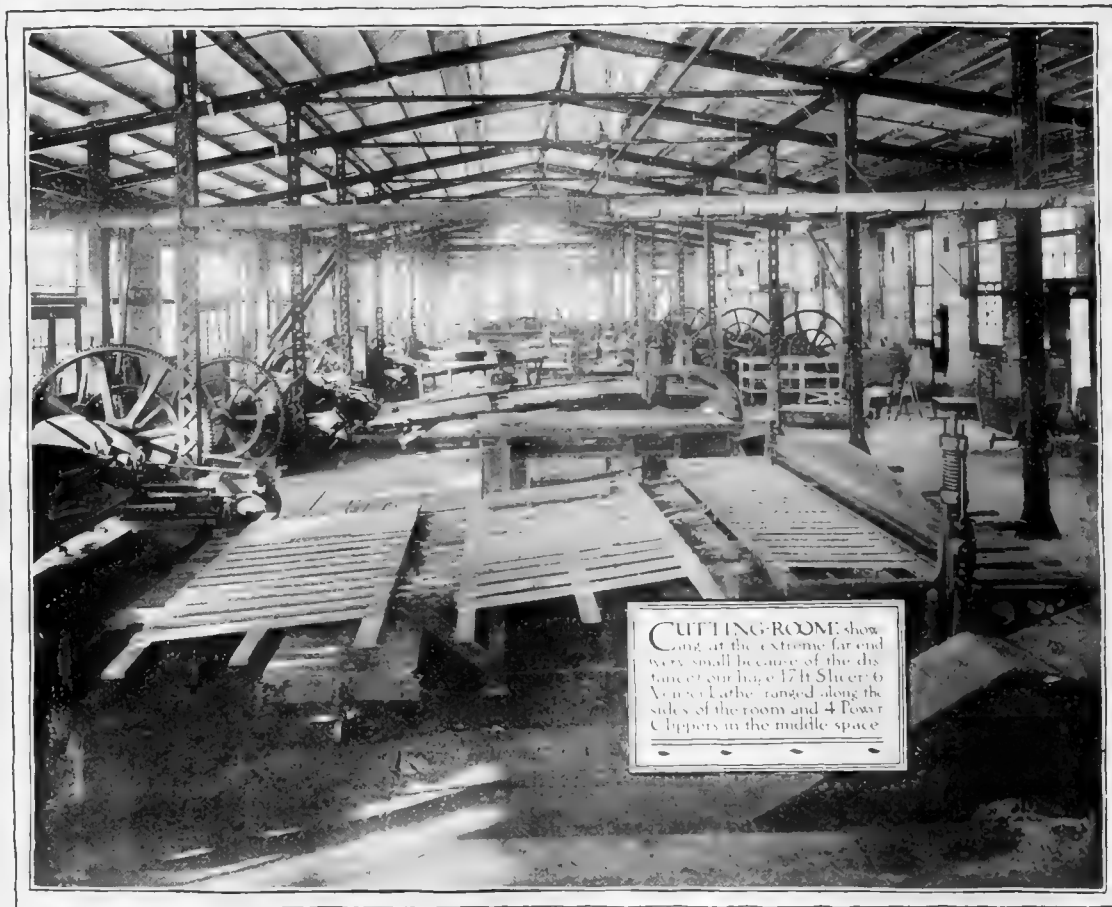
ALGOMA PANEL COMPANY, *Algoma, Wis.*

QUALITY VENEERS

in



WALNUT BUTTS - MAHOGANY
LONG WALNUT - OAK - POPLAR
BURLS



CUTTING-ROOM showing at the extreme far end very small because of the distance of our large 17 ft Sluer 6 Veneer Lathe - ranged along the sides of the room and 4 Power Chippers in the middle space

Photo by Hughes

MILLS - BALTIMORE, M D.

NEW YORK
709 SIXTH AVE.

Sales ~

HIGH POINT
JAMESTOWN

Branches

CHICAGO
28 E. JACKSON BLVD

THE WILLIAMSON VENEER CO.

*Sir Joshua Reynolds
was the greatest portrait
painter England ever produced*



On the Back of Your
Veneered Tops and Panels
Means Guaranteed Quality

AND his pet possession, the pride of his heart, was a superb cabinet of walnut veneer and plywood construction.

Sir Joshua knew as much, perhaps, about good furniture as anybody of his day—and his choice has been vindicated—for the ancient cabinet is still in existence—beautiful as ever—and, indeed, MORE BEAUTIFUL.

Properly made plywood, like old wine, is but improved with age. We know how to manufacture, and we do manufacture, as hundreds of our customers will tell you, the properly made kind of plywood.

In this, the largest plywood plant in the world, we are equipped to serve your every plywood need.

New Albany Veneering Company

E. V. Knight Plywood Sales Company

Sales Agents

New Albany, Indiana

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."

**AMERICAN
WALNUT**

"The Cabinet-wood of the Ages."

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."

THEY LIKE WALNUT

It is largely due to our persistent and steadily increasing national campaign of advertising, as well as to the superior merits of the wood itself, that the almost universal preference is for American Walnut for furniture, paneling, trim, etc., in good buildings of all types.

This is "The American Walnut Period"—and it will be a long one—a market fact of which progressive manufacturers of fine furniture are keen to take all proper advantage.

Write for a copy of the Walnut book, which is carrying the message of Walnut to the home, architect, furniture trade and woodworker. Sent free.

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION
ROOM 1024 616 SOUTH MICHIGAN BOULEVARD CHICAGO, U. S. A.



Two Coe Roller Veneer Dryers

in the plant of the Pearl City Veneer Co. at Jamestown, N. Y. The excellent quality of the panels produced in this plant speaks well for these dryers and their other Coe Machinery.

It is noted for: Its satisfactory service; Its labor saving; The high quality of its product.

THE COE MANUFACTURING COMPANY

PAINESVILLE, OHIO, U. S. A.

We manufacture machinery for a Veneer Mill

Beautiful Birch

ROTARY CUT VENEERS

There is no better Birch grown than that found on our Timber Holdings. Send us a trial order for a crate or a carload, and we are confident you will forward repeaters without solicitation. Quality considered, you will find our prices reasonable.

Bissell Lumber Company

Mills:
TRIPOLI, WIS.

Address Dept. 3
MARSHFIELD, WIS.

Evansville Woodworkers Average About 50 Hours a Week

The various furniture, desk, chair and table factories in Evansville, Ind., continue to operate on an average of about 50 hours a week and in some instances the plants are running 54 hours a week. The manufacturers report that their trade during the past month has been fairly good and that they are looking for a better volume of trade in 1922 than they received during the present year. It is expected that the semi-annual furniture market that will be given in March or April, will have a stimulating effect upon the retail furniture trade. The executive committee of the Evansville Furniture Manufacturers' Association, of which Edwin Karges, of the Karges Furniture Company, is chairman, will meet within a short time to fix the dates of the furniture market.



THE solid success which has attended this company's half century of business is attributable to its having established high ideals through direct personal contact with its customers. During the current period of transition, many buyers have had difficulty in establishing satisfactory supply connections for strictly high-grade hardwood lumber and veneers. May we suggest that through personal contact we are confident of our ability to demonstrate that our selection of genuine northern grown oak, walnut, maple, ash and other major species, and our rotary cut poplar, is sufficiently varied to prove a genuine asset to any discriminating buyer, and that this concededly superior product is just as good today as was the original stock manufactured on the same site fifty or more years ago? Surely it will pay you to know us better.

HOFFMAN BROTHERS CO.
FT. WAYNE, INDIANA

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Coopersage & Lumber Company
Chicago Offices: 812 Monadnock Block
GLADSTONE, MICH.

"Casco"
for a
better product



**For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL**

"CASCO" uniformity is assured because
we manufacture our own casein

THE CASEIN MANUFACTURING CO.

*Largest and Longest-Established Manufacturers
of Casein Products in America*

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

*Write to CASCO, 141 E. R. R.
a member of the Casein Manu-
facturing and Glue
Samples of CASCO products*

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

Huddleston Resigns Presidency of Astoria Mahogany Co., Inc.



R. S. Huddleston

According to authentic information received by Hardwood Record R. S. Huddleston has resigned from the presidency of the Astoria Mahogany Company of New York City. Just what Mr. Huddleston's plans for the future are has not yet been announced, but it is presumed that a man who has been for so long associated with the mahogany industry and achieved the prominent and important position held by Mr. Huddleston, will not long remain idle. Mr. Huddleston was president of the Huddleston Marsh

Mahogany Company for many years and until that company merged with the Astoria Veneer Mills & Dock Company, and with this company formed the Astoria Mahogany Company.

Mr. Huddleston has not only been the leader of his own business, but he has always taken an active part in the association business of the mahogany and lumber industry, especially the importing and exporting branch. He is now president of the National Lumber Exporters' Association.

Town Celebrates Door Company Opening

H. R. Robinson, a manufacturer of Richmond, Ind., acted as toastmaster, and W. H. Pelle, president of the Pelle Door Company was one of the principal speakers, at the banquet given recently by leading business men and manufacturers of Richmond in celebration of the opening of the Pelle Door Company, which has just completed the erection of a \$100,000 plant in that city. About 250 business men and manufacturers marched to the plant.

New Furniture Company Organized

The Hi-Lo Furniture Company has been organized at Auburn, Ind., with a capital stock of \$50,000 for the purpose of manufacturing furniture. The incorporators are B. O. Gunderson, E. W. Wilkinson and S. P. Gunderson.

AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN, ILLINOIS



WHERE IT IS MADE



Our organization is backed by a tremendous supply of carefully selected timber. The ton shown above carries 900,000 feet of lumber, all of which is destined for the market.

Veneers and Plywood

In stock sizes—also according to specifications.
Walnut, Mahogany, Quartered and Plain Oak,
Gum, Birch, Ash, Plain or figured Yellow
Pine, Cottonwood, Sycamore and other woods.

The above is not an announcement of ordinary facilities for veneer and plywood manufacture. We offer to the trade a deluxe product manufactured in the most extensive and complete plant of its kind in the country. This business was founded in St. Louis forty years ago on an humble, but sound basis. It has progressed steadily since, the second of two thoroughly modern factories having been completed in St. Louis last year.

Our product is universally accepted as a standard in plywood production because this business was founded practically in the infancy of commercial plywood manufacture and much of the progress in perfecting this product is attributable to the thorough organization and remarkably complete manufacturing facilities of this company.

Your business may wisely be intrusted to our hands.

St. Louis Basket & Box Co.

ESTABLISHED 1880

ST. LOUIS, MISSOURI

Manufacturers of Superior Plywoods for 40 Years

WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.



Q
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Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

Veneer Manufacturers Co.

IMPORTERS MANUFACTURERS

Our almost unlimited resources place at your disposal the greatest assortment of

SINGLE PLY VENEER

in

Rotary Cut, Sliced and Sawn

Plain & Figured Woods

and

Plywood Panels of all Kinds

ever placed under one roof.

We maintain a standard for quality, service and fairness that cannot be equalled.

Send for THE VENEER PRICE-STOCK LIST

1036 West 37th Street, Chicago, U. S. A.

YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

Furniture Plants Are Busy

Officials of the K-D Cabinet Company at Richmond, Ind., recently announced that their company has been running at full capacity and enough orders are on hand to keep them busy until the end of the year. Both the Richmond and Williams furniture plants are running about 90 per cent of normal, and Walker Land of the Land-Dilks plant said their plant was running about 90 per cent of normal also, but that they were contemplating no expansion of activities at the present time.

The Fancy Furniture Company has been organized at Seymour, Ind., with a capital stock of \$50,000. Organizers of the company are M. V. Hodapp, W. M. Gehm and Hyman Rash.

The Ariel Cabinet Company, of Peru, Ind., of which V. A. Harding is president and general manager, is having so much business that it is arranging to put on a night shift of 100 employees, thus running the factory twenty hours six days each week. The company manufactures kitchen cabinets and tables.

Charles Henry Coffin, 70 years old, of Richmond, Ind., one of the organizers of the firm of furniture manufacturers going under the name of Haynes, Spencer and Company, of that city, died at his home recently after receiving injuries when run down by a motorcycle.

Anson K. Mayhew Ends Long Career

Anson K. Mayhew, founder and president of The Mayhew Company, 867 Thirty-first street, Milwaukee, Wis., a leading manufacturer of fine furniture, died Tuesday, November 15, at the age of 85 years. He was born in England and came to America in 1850, settling in Milwaukee in 1855 and engaging in the lumber business. In 1889 he established The Mayhew Company, to manufacture high grade furniture, cabinets, etc., in more recent years adding aircraft propellers and similar specialties. Early this year advanced age made it necessary for Mr. Mayhew to retire from active direction of the business, and the responsibilities were then divided among four sons, Lester C., Anson W., Ralph F. and William H. Mayhew.

(Continued from page 35)

are established for January markets. It is with the hope that factories will close their books and ascertain their actual overhead expense that the following resolution was adopted by the meeting for the consideration of manufacturers of furniture:

"The National Council of Furniture Associations having in mind the great importance to the furniture manufacturing industry of just and equitable prices recommends to all branches of the industry and to the individual members thereof that they ascertain the net results of the present year's business and that prices for the January market be established with a full knowledge of whatever gains or losses may have been disclosed thereby."

The nominating committee in rendering its report recommended the re-election of the present officers. The meeting enthusiastically endorsed that action by electing the following to serve as officers for the ensuing year:

Chairman: Ashton P. Derby, Gardner, Mass.

Vice-chairman: George G. Whitworth, Grand Rapids, Mich.

Secretary-treasurer: J. T. Ryan, High Point, N. C.

The next meeting of the National Council will be held on March 1 and 2, at High Point, N. C.

Louis P. Joseph, 40 years old, manager of the Jasper Desk Company at Jasper, Ind., and Mrs. Celia Beiling, a trained nurse at Evansville, Ind., were united in marriage at Louisville, Ky., on Wednesday, November 30, and will make their home at Jasper. It was the second marriage for both.

William Elles, president of the Evansville Desk Company, has returned from a business trip to Chicago and Indianapolis.

J. S. Hopkins, manager of the Never-Split Seat Company at Evansville, Ind., is back from a business trip to Indianapolis.

C. E. INGALLS, President
J. T. SPICKER, Vice-President

A. B. RANSOM, Vice-President and Treasurer
A. J. ZEITLER, Secretary

NOVEMBER, 1921

The Ingalls-Spicker-Ransom Company

Manufacturers

Mahogany, Walnut, Oak
and other Cabinet Woods
in Veneers and Lumber

Years of Practical Experience Prompt Us to
Solicit Your Valued Patronage

MAIN OFFICE AND VENEER MILLS
NASHVILLE, TENN.

SALES OFFICE AND WAREHOUSES
3622-3628 South Morgan Street
CHICAGO, ILL.

Greetings of the Season
with our best wishes
to all for
A Prosperous 1922

PERKINS GLUE COMPANY

Factory and General Offices: Lansdale, Pennsylvania

Sales Office: South Bend, Indiana

PURCELL

Are You Interested in the
Following Exceptional Values
in High Grade Walnut?

1s & 2s, all 6' & 7' long. . . .
..... 4 4, 5 4 & 6 4

1s & 2s, all 8' & 9' long. . . .
..... 4 4, 5 4, 6 4 & 8 4

Selects. . . . 4 4, 5 4, 6 4, 8 4

No. 1 Com. . . . 3 8, 1 2, 5 8,
3 4, 4 4, 5 4, 6 4 & 8 4

No. 2 Common.
..... 4 4, 5 4, 6 4 & 8 4

ALL STEAMED AND 10
MONTHS ON STICKS

Mills and
Offices
Kansas
City,
Kansas

**FRANK PURCELL
WALNUT LUMBER CO.**

*A Ranking Name in Walnut
for Many Years*

WALNUT

GEO. L. WAETJEN & Co.

PROMPT SHIPPERS

Plywood and Veneer

A PARTIAL LIST OF VENEER

SHEET STOCK

Poplar . . . 1/20", 1/16", 1/8", 3/16" & 1/4"
Unsel. Gum 1/8"
Red Gum 1/8"
Red Oak 1/8"
White Oak 1/8"
Birch 1/20", 1/16" & 1/8"
Sawn Qtd. White Oak . . 1/20", 1/16" & 1/8"

WE MAKE PANELS TO YOUR SIZES

ALSO

Carry a large quantity of stock sizes for
immediate shipment

Are you receiving our lists?
Kindly write for same.

MILWAUKEE

WISCONSIN

110-120 REED STREET



"Finest"

1903-1921

Plywood Makes Better Furniture

IT is built from carefully selected materials, in a factory equipped with the very latest machinery, where the best and most practical methods of construction are followed. Our men are trained by long experience for the performance of each operation and the utmost care is given to each and every detail of manufacture.

Your use of *"Finest"* Plywood better prepares you to satisfy your trade and will materially help sales by insuring customers not only better furniture, but furniture that is more beautiful in many ways.

Our product is right, service the best, and prices reasonable, so why not try us and see for yourself?

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN



The Bachman Plant —and the Bachman Product

Here, in this large and fully equipped plant, Bachman quality veneers are made. Our extensive yards are piled high with carefully selected, choice Indiana White Oak, Walnut and Gum.

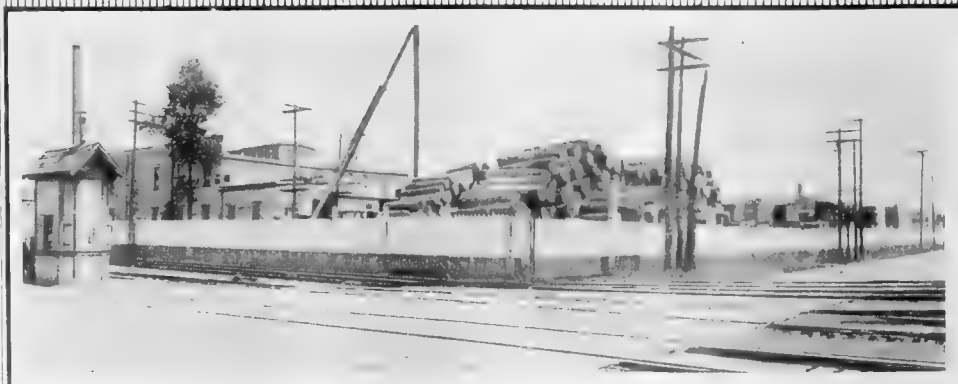
Bachman veneers are cut full thickness, which means plenty of wood for sanding and a minimum of breakage in handling.

Bachman's forty years' experience in hardwood sawing is evidenced in every piece of veneer that leaves the plant. The sawed stock can scarcely be told from the sliced.

These are a few of the reasons why our customers tell us they get *fifty per cent more paneling out of Bachman veneers* than they can from average veneers. It is this unchanging high standard, both as regards materials and workmanship, that has made possible forty years of successful business. It is your assurance of the utmost in quality and service.

No order is too small to receive our prompt and careful attention—none too large to be handled to your entire satisfaction.

F. M. BACHMAN COMPANY
Indianapolis



(Continued from page 34)

front there. The offices of the Evans firm will be moved to the other location. About 1,000,000 feet of lumber is included in the assets taken over.

John L. Alcock, of John L. Alcock & Co., hardwood exporters, with offices in the Munsey Building, here, returned recently from a business trip which took him as far west as Detroit. He reports considerable activity in the section visited.

Edward P. Gill of Wm. D. Gill & Son, Inc., Philpot street, who was reported to be progressing very satisfactorily after an operation to which he submitted some time ago, has had a setback, and at last accounts his condition was not so satisfactory.

C. C. Morse of Morse Bros. & Co., Rochester, was in Baltimore last week and conferred with some of the hardwood men here.

COLUMBUS

J. S. McVey, president, Central West Coal & Lumber Company, left recently on a trip to the West Coast to look after lumber interests.

B. F. Pryor, salesmanager of the W. M. Ritter Lumber Company, reports a strong market in hardwoods although orders are not quite as plentiful as formerly. This is accounted for because of the approach of the semi-annual inventory period. Because of the time of listing stocks dealers are not inclined to take on any more stocks than is absolutely necessary. Prices are well maintained at former levels.

W. M. Ritter, head of the concern bearing his name, was in Columbus December 5 from his home in Washington, D. C., to confer with department managers. Since the order went out to put all of the company's mills in operation most of them have been started and the remainder will be put into commission during December.

Horace D. Brasher, H. D. Brasher Lumber Company, left recently for Glendon, Ala., to visit the mill of the Brasher Lumber Company, now in the hands of receiver, H. E. Stafford. Steps are being taken to put the mill in operation.

M. W. Stark, American Column and Lumber Company, reports a steady trade although the volume of business is not as large as formerly. Prices are firm all along the line. This company recently decided to start operations at its hardwood plant at Stark, W. Va., soon after the first of the year. E. M. Stark, vice president and treasurer of the company, was called to New York on business early in December.

CINCINNATI

Thomas H. Hall, president of the Thomas H. Hall Lumber Company, Charleston, W. Va., was in this city during the past ten days conferring with officials of the investment firm of Channer & Sawyer, relative to floating a bond issue of \$500,000. The money will be used to finance a new proposition of the company's in the New River Tennessee territory, where it has built a modern band mill and will start operation on January 1. The company has leased approximately 27,000 acres in Scott and Morgan counties which is forested with poplar, oak and chestnut timbers. This is an entirely new proposition of the company's in Tennessee, because it has heretofore concentrated its operations in West Virginia.

Appeal from the decree of the United States District Judge at Grand Rapids, Mich., holding to be valid and infringing the patent of the Perkins Glue Company, Lansdale, Pa., enjoining further infringement and directing an accounting of profits and damages, has been filed in the United States Circuit Court here by the Holland Furniture Company, Holland, Mich.

J. J. Linehan, sales manager of the Mowbray & Robinson Company and chairman of the Cincinnati committee making arrangements for the annual meeting of the National Lumber Exporters' Association here on January 25 and 26, announced that headquarters will be at the Hotel Sinton. He also said that the banquet will be held at the Business Men's Club on the night of January 25. Entertainment will be provided for the ladies and this will be looked after by W. J. Eckman of the M. B. Farrin Lumber Company.

S. B. Stanbery, Cincinnati manager of the Chicago Coal and Lumber Company, has been commissioned a brigadier-general in the Officers' Reserve Corps. During the war, Mr. Stanbery was brigadier-general in the Seventy-sixth Corps of the Thirty-seventh Division, which served in France and Belgium.

Newell H. Hargrave of the Kirkpatrick Lumber Company and president of the Cincinnati Lumbermen's Club, has been confined to his home at 345 Thrall avenue for the past month, with a cold which has settled on his chest.

EVANSVILLE

The Whitmore Handle Company at Mt. Vernon, Ind., has finished the building of a new addition to its plant in that city. The new addition will be used as the sawmill department for the company. A big increase in the business of the concern necessitated the building of the new addition. Several other improvements around the plant also have been made by the company. Various kinds of handles are manufactured by this company and they are shipped to all parts of the United States. During the past summer months the company also manufactured a large number of

baseball bats and a ready sale was found for them. William J. Runder, the secretary and treasurer of the company, reports that the company is enjoying a good business at the present time.

J. C. Greer, head of the J. C. Greer Lumber Company and president of the Evansville Lumbermen's Club, has returned from a trip through the South and while gone he inspected the company's stave mills down in Tennessee. He reported that the trade conditions of the South are in better shape than they were six or eight months ago.

Daniel Wertz, president of the Maley & Wertz Lumber Company, has returned from a business trip to Indianapolis and the central part of the state.

Arthur A. Sharp, of Hickory Valley, Tenn., has been awarded a verdict for \$3,800 by a jury in the Vanderburg county superior court here against the Evansville Band Mill Company. Sharp sued the local company for \$12,000. He charged that the company contracted to buy 200,000 feet of lumber from him but accepted only 22,000 feet, causing him to lose \$12,000 on the deal.

MEMPHIS

Max Sondheimer, president of the E. Sondheimer Company and host to a group of business and lumber men on a hunting trip into the wilds around Sondheimer, La., insists that the story sent out about his killing a deer from a comfortable seat in a camp rocker, is entirely true. "That is my story, I had it sent out, and I am going to stick to it," is the way he puts it. But this version does not prevent his many friends from almost "kidding" the life out of him. The gentlemen who were his guests have all returned to their homes and all report the hunting trip a wonderful success.

The two band mills controlled by Nickey Brothers, Inc., and the Green River Lumber Company of Memphis, are now operating on full time after an extended shut down during which they were "nailed up" and the management reports that it is pretty well supplied with logs and that it contemplates steady operations. The veneer plant of Nickey Bros., Inc., however, is being operated only in a small way because of the rather poor tone of the market therefor.

James E. Stark & Co., Inc., are running their old band mill in north Memphis at practically full capacity and the management was considerably worried several weeks ago over its inability to secure logs but it has more recently met with unexpected success in this direction. This firm is also operating its band mill at Dyersburg, Tenn. The power plant is now being rushed to completion by this firm in North Memphis but this will probably not be placed in operation until late winter or early spring. It is learned that this mill, which is equipped with band saw, resaw, edger, trimmer and other up-to-date appliances, will have a daily capacity around 90,000 feet. The new mill will be largely used to cut cotton wood, gum and cypress into lumber and timbers, with special reference to the latter.

M. B. Cooper, assistant to R. M. Carrier, president of the Carrier Lumber & Manufacturing Company, Sardis, Miss., who was in Memphis several days ago, says this firm is operating its band mill and flooring plant on full time and that it has several million feet of logs available for the winter and spring as a result of the fact that it took advantage during the summer and fall of every opportunity to cut timber and prepare it for delivery to its mill over its own logging road.

The Rush Lumber Company is able to operate its hardwood mill at Memphis only part of the time on account of inability to secure sufficient logs and the same is true of some other manufacturers here. Very heavy rains have fallen in Eastern Arkansas, North Mississippi, West Tennessee and Southern Missouri and these have interfered with logging to an appreciable extent. The point in this connection is this: Mills in Memphis are generally poorly supplied with logs and are therefore largely dependent on their current receipts, and since rains have largely stopped work in the woods, the mills themselves have had to suspend operations in part if not entirely.

The Penrod-Jurden Lumber Company reports that it has resumed operations at one of its mills at Helena, Ark. It is unable to secure enough logs to start up its other plants at the same point.

J. L. Penrod, of Kansas City, Mo., who is one of the owners of the Penrod-Jurden Company and who is interested in other woodworking enterprises in the South, was a visitor in Memphis this week.

LOUISVILLE

Leroy Oleott, of W. P. Brown & Sons Lumber Company, was elected president of the City Limits Improvement and Community Club at the annual election a few days ago. Oleott is a fine executive, and has been an active worker in the club, which has done much for one of Louisville's finer suburban districts.

Although cedar is rather scarce in this section a good deal of stock is coming from Tennessee points, a river tow of three barges, loaded to the guards with cedar posts, having passed Louisville in tow of the govt. boats, *Helena M.* and *Circle A.*, a few days ago.

The John C. Graham Lumber Co., Louisville, capital \$35,000, has been chartered by John C. Graham, L. C. Spillman and C. J. Stinson.

A recent report from Barlow, Ky., was to the effect that the sawmill of H. J. Vancey was burned at a loss of \$12,000.

Whitesburg, Ky., reports that H. H. Harris and others of that city have

purchased timber on the Virginia border flats of the Cumberland mountains, and plan installation of lumbering operations.

Campbellsville, Ky., reports that the Singler Lumber & Basket Co. is moving to Junction City.

Barry Norman, of the Holly Ridge Lumber Co., was elected a director of the Pendennis Club at a meeting of that organization on November 29.

There will be practically no damage to Kentucky timber this year from forest fires in the fall season, due to the wettest fall on record, November showing 8½ inches of rain as against a normal of 4¼ inches. Even the hunters, campers and railroads are not causing any fires this year. High rains resulted in big streams and the Ohio River has been near flood stage, but not dangerous to the lumber interests at Louisville.

Quite a number of veneer and panel men were in Louisville the greater part of the week of Nov. 21 for the Interstate Commerce Commission hearing on reduction of veneer rates, and placing plain veneers on the same rates as lumber, figured veneers at 15 per cent over lumber rates, as recommended in I. C. C. Docket 8131. In almost a week all of the witnesses for the veneer people were not heard, and none of the carriers. Another hearing will be arranged later. The shippers were presented by the Southern Hardwood Traffic Association, through its attorneys, Norman & Graham, Louisville.

ST. LOUIS

That a resumption of building in St. Louis would be of only small benefit to the hardwood trade in St. Louis is the opinion of some members. There has been so much agitation for a resumption of building on a large scale here that the thought of how it would affect the hardwood industry naturally occurs to those interested.

R. F. Krebs, vice-president, Steele-Hibbard Lumber Company, and chairman of the Publicity Committee of the Lumbermen's Exchange, when asked if the resumption of building would not be beneficial to the trade in a large way said, "The building industry does not furnish more than perhaps 20 percent of the average hardwood sales volume. All that we get out of a building as a rule is a little trim and perhaps a few steps and mantles. These requirements we furnish through the planing mills and sash and door factories and have nothing to do with the contractors direct. A very large resumption of building would, of course, be appreciated by and help out the trade to that extent."

L. E. Cornelius, Cornelius Lumber Company, said that a resumption of building would not cause any noticeable increase in prices. He thought there would be a small advance in prices by manufacturers and wholesalers due to the fact that prices they have been making during the past several months were much below cost of production, but that these advances should not be noticed by the consumer because the retailers had not taken their losses like the mills and wholesalers and had reduced their prices little, if any.

NEW ORLEANS

The Sherrill Hardwood Lumber Company, Merryville, La., has started up its big plant at that place in full swing within the past few days, according to C. H. Sherrill, of New Orleans, president of the concern. The mill closed down about three months ago. In announcing to the trade that the plant had been placed back in operation, Mr. Sherrill expressed the opinion that the outlook for hardwood lumber is daily growing brighter and brighter in the Southern section of the country, that stocks, especially of the better grades, are becoming more and more scarce and that he was firmly convinced of the advisability of speeding up operations to full capacity with the view of building up a good stock for the winter and early spring demands.

A new hardwood commission merchant at Alexandria, La., is Carlisle Davidson. Mr. Davidson is a very young man, but has had several years' experience in the general hardwood and stave business and is by no means a stranger to the requirements of the central Louisiana territory.

News of the loss recently by fire of unknown origin of the plant of the Meridian Veneer Company, Meridian, Miss., has been followed promptly with announcement by the management that the plant is to be reconstructed right away. The loss was estimated at approximately \$40,000 and there was no insurance.

WISCONSIN

The Chippewa Wood Manufacturing Company, organized recently at Chippewa Falls, has completed its organization and expects to be ready to start production by January 1 in the former plant of the Northern States Casket Company. The factory is being remodeled and retooled to some extent so that its equipment will enable the company to manufacture toys and hardwood novelties in addition to caskets. Later the new company will branch out into the manufacture of high grade furniture. O. F. Sterzik, who for several years has been president and general manager of the National Toy and Tinsel Company of Manitowoc, has been elected to the same positions in the Chippewa concern and will assume his new duties January 1. Mr. Sterzik is a former Chippewa Falls business man, having

been superintendent of the old Northwood Furniture Company until its plant was destroyed by fire about ten years ago. The secretary of the new company is H. J. Schafer of Sauk Center, Minn.

The Racine Boat Company of Racine has been reorganized following the retirement of George G. Roberts and Everett A. Marshall, whose interests have been acquired by George I. Buck and Edward Harvey. Fred W. Herman retains his interests and continues as president and general manager. Mr. Buck succeeds Mr. Roberts as secretary, and Mr. Harvey takes Mr. Marshall's position as treasurer. The plant is situated at 1809-1821 Holborn Street in Racine and manufactures boats, canoes, launches and other wooden hulls and complete water craft, manual and power-driven.

The Cudahy Bros. Company, Cudahy, suburb of Milwaukee, has plans for a new box and crating factory, 80 by 190 feet, one story high, which will be erected as a replacement of the box factory destroyed by fire late in November. Most of the equipment will be new, little of the old machinery having been salvaged. Edward F. Lawler is secretary of the Cudahy company.

The Strand Manufacturing Company, of New Richmond, specializing in the production of skis, snowshoes and similar sportsmen's goods, is busier at this time this year than ever before in its history. Orders are being received in such volume that production cannot be kept apace, and the surplus stocks accumulated during the usual dull season in the past summer are being depleted earlier than usual by holiday demand. One customer who ordered 4,000 pairs of skis on April 1, has placed three repeat orders calling for nearly 2,000 pairs, while other customers also have enlarged their early season bookings materially.

The Wisconsin and Arkansas Lumber Company of Malvern, Ark., which is owned largely by Wausau, Wis., capital, has closed a deal for the purchase of the entire business of the Arkansas Land and Lumber Company, which also has its headquarters at Malvern. The operation of both mills is being consolidated under the general management of Arthur B. Cook, treasurer of the purchasing concern. Charles Edgar is president; C. C. Yawkey of Wausau, vice-president; L. N. Anson, secretary, and the directors include George E. Foster of Mellen, Wis., Walter Alexander of Wausau, and John Landers. The consolidated mills have an annual capacity estimated at 70,000,000 to 75,000,000 feet.

The Eudell Manufacturing Company has been organized at Eau Claire by Larson Bros. and R. Nelson, to establish a sawmill near the Dells of the Eau Claire river. The nucleus of the plant is secured by the purchase of the entire equipment of the James Orada sawmill near Antigo, Wis.

The Wiese Company, Manitowoc, manufacturer of special furniture for laboratories, dental and surgical offices, etc., has booked the contract to equip the domestic science, manual training and laboratory departments of the new \$150,000 high school being erected at Sturgeon Bay, Wis. The Wiese company is experiencing its busiest year through patronage from educational institutions.

Edgar & Martin, who have operated a sawmill at Prentice, Wis., for three years, have sold the plant to L. M. Reed of Clifford, Wis., widely known in the logging and lumber manufacturing industry of the North. Mr. Reed's mill at Clifford was burned about a year ago. He takes immediate possession of the Prentice mill but probably will not start operations until early spring. The mill was originally owned by P. H. Hammer, who sold it to Edgar & Martin early in 1919.

The Lomira Furniture Manufacturing Company of Lomira, has increased its authorized capitalization from \$50,000 to \$100,000 to accommodate the development of the business. The factory, which has been idle for several months, pending a readjustment of conditions and improvement in orders, has been reopened with a healthy volume on the books which will keep the normal capacity occupied until next spring.

The B. Heinemann Lumber Company of Merrill, has been awarded a judgment of approximately \$800 against the Brown Land and Lumber Company of Rhinelander, Wis., in the former's suit to recover damages growing out of alleged cancellation of contract during the recent period of falling prices. The Brown company ordered a quantity of very straight grained maple to be used for wheel rims, but declined acceptance of considerable of the stock after inspection. Judge Reid of the Circuit Court at Merrill held that the Brown company was unreasonably rigid in its inspection. The contract involved about \$45,000 feet of lumber valued at about \$5,000.

The Menasha Woodenware Company, Menasha, expects to put in 1,000,000 feet of logs this winter in the vicinity of Nashville, in upper Forest county. It is said that most of the input is on the account of the Michigan Iron, Land and Lumber Company of Iron Mountain, which is owned by Henry Ford and son, and will be manufactured at the new Ford sawmill in Iron Mountain. The Menasha company also will do extensive logging in its other large holdings in Northern Wisconsin to supply its various plants.

The Wisconsin Textile Manufacturing Company of Two Rivers, has started work on the erection of a new factory to be 40 by 140 feet in size, three stories high, with a dry kiln unit measuring 36 by 48 feet. It is to be ready January 1. The present plant is operating full time and is unable to keep pace with orders. In the new factory the company will be able to double its production.

The Oshkosh Wood Specialty Company is the name of a new corpora-

tion organized at Oshkosh, with a capital stock of \$10,000 to engage in the manufacture of a broad line of wood products. The incorporators are J. C. Young, Sr., H. L. Hutchins and J. C. Young, Jr.

The Chas. W. Fish Lumber Company of Elcho, Wis., sustained a heavy loss by fire on November 30 when the planing mill located in the northwestern part of the city of Antigo was burned to the ground and practically all of the machinery rendered useless. The fire started shortly after noon while the crew was at lunch and the origin has not been determined. Other buildings nearby were saved with little damage. The mill was modern throughout and driven electrically, consequently not much insurance was carried on this unit. However, the Fish company already has decided to rebuild it immediately.

The Connor Lumber and Land Company of Laona, has recently made an issue of \$500,000 of 8 per cent guaranteed first mortgage bonds, due serially from 1923 to 1933, to provide more adequate working capital and otherwise finance the development of the business. The issue is guaranteed by the R. Connor Company of Marshfield, Wis. It has been placed through the First Wisconsin Company of Milwaukee and Baker, Fentress & Company, Chicago.

The Super-Traction Company of Fox Lake, a \$300,000 corporation organized about two years ago to manufacture a new design of motor truck with dual rear wheel sets, is negotiating for a permanent location in Fond du Lac. A small factory is being operated in leased quarters at Fox Lake. About a dozen trucks have been completed and are operating in the hands of owners. The machine is designed for exceptionally heavy loads and has been pronounced a success by experts.

The Runnels-Cummins-Emery Company of Markesan, which took over the washing machine factory of the Folsom-Miller Company last summer and resumed its operation, sustained an estimated loss of \$10,000 by fire of unknown origin on November 26. The plant has been working since September 15 and will be idle only temporarily.

The Kiel Woodenware Company, Kiel, has completed important improvements and enlargements in its electric light and power plant and besides providing much-needed capacity for its mill and factory, is now in position to give 24-hour service to the village of Kiel, which derives its entire public and private current needs from this plant.

The Kinzel Lumber Company of Mehill, has reopened its sawmill and since November 21 is operating on a four-hour basis. The mill will operate all winter on hemlock and will also saw some hardwoods.

The Lloyd Manufacturing Company of Menominee, Mich., maker of baby carriages, doll cabs, wicker furniture, etc., is now employing 625 operatives and expects to increase the number to 700 by January 1, when at least a part of 56,000 square feet of additional floor space will become available.

The Rockwell Manufacturing Company, Milwaukee, its principal officers, and majority stockholders, have been made defendants in a suit instituted in the United States District Court at Milwaukee by the heirs of Henry H. Rockwell, one of the founders of the company, who seek an accounting and allege that no dividends have been paid in seventeen years, despite the fact that the corporation has assets worth at least \$700,000 in excess of its liabilities. Immediate transfer into cash of assets valued at \$250,000 and the distribution of this sum as dividends is demanded in the action. The complainants own 1,120 shares out of a total of 2,500 shares, while the remainder, it is stated are held by Mrs. Cordelia A. Moss, said to possess 1,377 shares, her two sons, Marshall C. and John H. Moss, owning one share each, and Louis C. Nuesse, secretary, also owning one share. It is claimed that a short time ago members of the Moss family offered to purchase all of the stock held by the plaintiffs for \$60,000 and have rendered it unsalable to outside interests because no dividends have been paid since 1904.

The John Schroeder Lumber Company, Milwaukee, has finally completed the purchase of the plant of the former Two Rivers Pail Company at Two Rivers, Wis., and placed it in operation December 1. More machinery is being installed and ice cream tubs will be added to the line of products, including pails, tubs, etc. Fred Johannes, who managed the plant under the former ownership, is retained in the same capacity by the Schroeder interests.

David Crawford, president of the Crawford Lumber Company of Cedar River and Menominee, Mich., who has been residing in Chicago for many years, has purchased a home on Park Ridge avenue in Marinette, Wis., which he will occupy permanently with his family. This will enable Mr. Crawford to be close at hand to the sources of timber and lumber production.

The Brewer Manufacturing Company of Manitowoc, has taken occupancy of its new furniture factory, which is two stories high, 40 by 100 feet in size, and equipped practically throughout with new electrically driven machinery.

TORONTO

In a judgment issued at Ottawa the Board of Railway Commissioners dismissed the application of the Fesserton Timber Company, Ltd., Toronto, for an order directing the railway companies to carry raw wood material for the manufacture of lath at the rates published for the carriage of cordwood.

That 40,000 men are without employment in the St. Maurice lumber dis-

Seasonal Contraction Not Yet in Evidence

Building should normally fall off at this time. Its continuance argues well for the future. For complete advice and information see current Bulletin M, free copy of which will be sent upon request. Write today.

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"The Original System of Forecasting from Economic Cycles"

C. P. CROSBY

Manufacturer and Wholesaler

Wisconsin Hardwood Lumber

RHINELANDER, WISCONSIN

BASSWOOD		SOFT ELM	
1" No. 1 & better	170,000'	1" full log run	40,000'
1" No. 2 common	50,000'	6/4" full log run	50,000'
4/4 No. 3 common	54,000'	1" No. 3	45,000'
5/4 No. 1 & better	40,000'	5/4" No. 2; can resaw	65,000'
5/4" No. 2 common	30,000'	6, 1" No. 3; can resaw	60,000'
6/4" No. 3 common	45,000'	HARD MAPLE	
8/4 No. 1 common & better	5,000'	1" log run	80,000'
SOFT MAPLE		5/4 log run	35,000'
1" log run	85,000'	8, 4" No. 1 & better	75,000'
1" No. 3	40,000'	10/4 No. 1 common & better	25,000'
6/4 log run	15,000'	other thicknesses and grades, if desired. Send for full list.	
6/4" No. 3	5,000'	BIRCH A full supply, 1" to 2", in all grades	

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

Regular Widths and Lengths

SOFT ELM

4/4" No. 2 & Better	12 months dry
5/4" No. 2 & Better	12 months dry
6/4" No. 2 & Better, largely No. 1	12 months dry
8/4" No. 1 & Better	8 months dry
10/4" No. 1 & Better	12 months dry
12/4" No. 1 & Better	6 months dry
4/4" No. 3	12 months dry
6/4" No. 3	10 months dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.

SAW AND PLANING MILLS AT SULLIGENT, ALA.

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring

ALL GRADES AND THICKNESSES

MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"

Maple, Birch, Basswood, Elm, Beech



The sign to follow
for Maple Flooring

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

trict, and that unless immediate steps were taken to give them work, many of them would be exposed to starvation, were representations made to the Premier of Quebec a few days ago by heads of a number of lumber firms. It was asked that public works be undertaken in order to provide relief for the needy.

A number of inquiries have recently been received from South Africa for British Columbia lumber and it is quite likely that a Canadian Government Merchant Marine vessel will be loaded with lumber for Cape Town in connection with this business.

The death of Lieut. Col. Sir Douglas C. Cameron, K. C. M. G., former Lieutenant-Governor of Manitoba, and president of the Rat Portage Lumber Company, took place in the Toronto General Hospital a few days ago, following an operation. Sir Douglas, who was born in Ontario, went west to Winnipeg in 1880, engaging in the lumber business three years later under the firm name of Cameron & Company.

The Hardwood Market

CHICAGO

Trading in hardwoods on the Chicago market was somewhat abated during the last fifteen days and this is credited to several reasons, among which are the rise in prices, which has temporarily discouraged buying, the fact that a number of the buyers who contributed to the recent buying spurt have covered for a time, and the seasonal withholding from buying, which is done to prevent the swelling of inventories. However, this does not mean that trade is dead, but considerable business continues, though it is small in contrast with what was being done a few weeks ago. There has been no general change in prices of either northern or southern hardwoods since the last report was made. Inquiries are plentiful, especially from furniture sources, and it is expected that these will result in a good business after the first of the year.

BUFFALO

Hardwood trade shows a little falling off this month, owing to the nearness of the holiday and inventory season, but a more hopeful spirit prevails among lumbermen as well as their customers, and they look forward to better times soon after the new year opens. A good deal of business is being held up because the purchasers do not want to carry over much material in their inventories, and stocks held by consumers are said not to be heavy as a rule.

The flooring trade has been rather active until recently, but some sellers report a decline in trade since the new higher prices went into effect. It is feared that prices may get to such a height as to interfere with the trade. In most hardwoods an advancing tendency is seen, but local yards have not been making much higher prices and do not believe that conditions yet warrant much boost or big additions to production. Demand is well distributed among the leading hardwoods.

PHILADELPHIA

The hardwood situation in Philadelphia and vicinity shows but little change during the past month. December ushers in conditions not as favorable as those encountered at the opening of November. Buyers on the whole complain that they are not satisfied with the market and they have resumed the old hand-to-mouth basis of making purchases. The spirit of co-operation which is found between the builders and the softwood dealers is by no means found in the hardwood field. Several of the largest buyers accuse the wholesalers of unnecessarily boosting prices just at the time business was turning for the better.

On the other hand, dealers are convinced that conditions will clarify during the winter and that spring will usher in something like real business. Some dealers deprecate the prevailing prices, while others maintain that conditions will straighten themselves naturally and there is no reason for worry. It is discouraging, however, to hear of improved conditions existing in the building field, among furniture dealers and in the industries and not find a healthy reflection in the purchase of the hardwoods.

Uppers have been very firm. An increase has been noticed in industrial buying, but most of the business has been in single car lots. Mixed car business fortunately has decreased. Low grade flooring has found a ready market.

PITTSBURGH

Business is slowly improving for hardwood men. Industrial operations in the Pittsburgh district are not quite so brisk as last month, but still show a lot of improvement over the early fall period. The steel business especially has fallen back a little. On the other hand, the glass plants are working at almost full capacity and are good buyers of hardwood lumber. The disappointing feature about the situation just now is the fearfully bad business with the coal mining concerns. Mines in many places are not working more than one or two days a week and very little lumber is being

put into them at present. The building situation improves right along. A lot of big buildings have been started in Pittsburgh and, following in their wake, there has been quite a movement in house building and general construction. The retail lumber business, on this account, is slowly improving, but retailers are still playing a waiting game and are likely, for this reason, to be much better buyers after the first of the year. Stocks of hardwoods in tri-state mills are somewhat larger than in the fall, but a little spurt in buying would quickly clean out this surplus lumber.

BOSTON

Demand for hardwoods here has slackened quite a little the past few days. But this is the time when poor business in this as well as in all other hardwood fields here obtains usually each year. The near approach of stock taking makes this so. Also, a series of warm and rainy weather has injured trade the past fortnight. But there is sufficient business passing for the firsts and seconds at least to remain quite firm in tone and prices are the same as they have been for some time past. There are now and then concessions made, but they are always by those who need ready cash, and such concessions are really not many. The demand continues very good considering for finish, but of course this only covers about a fifth of the trade here. Most of the demand is from the hardwood yards, furniture makers and piano people. In other lines there is very little improvement as yet.

BALTIMORE

Conditions in the hardwood trade of Baltimore remain about as they have been of late, though a slowing up has begun to assert itself in consequence of the approach of the holidays and the end of the year. The time is at hand when dealers begin to take stock or at least start looking around to see what supplies they have on hand and how they stand. It is always expected that the buying will let up to some extent toward the close of a twelve months' period, and dealers as well as manufacturers make arrangements accordingly. However, there may be said to exist a difference. The yards, to be sure, are beginning to hold back in anticipation of smaller inquiries and lessened buying, but some of the big consumers, such as the railroads, which have been out of the market a considerable length of time and have been obliged to practice very rigid economies, find they have increased requirements to meet, and this demand is not likely to be affected by the seasonal let down having too recently begun to assert itself to remain in abeyance. The railroads and other users of hardwoods on a large scale have been resorting to all manner of makeshifts and deferring real wants until extensive replacements are rendered imperative. It will be a case not merely of making provision for the moment but of augmenting holdings, so that there may be a reasonably free drawing upon assortments at all times and to the end that every contingency likely to arise can be met. It is this business which the members of the hardwood trade are beginning to run into, and that will go far to compensate for the temporary curtailment of the distribution among the retailers, until the turn of the year is over. The slowing up is being accomplished without material modifications of the quotations.

COLUMBUS

The hardwood trade in Columbus and central Ohio territory is rather firm in all respects. Buying, while not as active as during October and November, is still rather brisk and a good volume of business is reported. The approach of the time for making the semi-annual inventories is near and dealers do not want to stock up any more than is necessary.

Buying on the part of factories is brisk and this is the best feature at this time. Concerns making boxes, implements, furniture and pianos are the best customers. Railroads are also placing inquiries, indicating that orders from that source may be expected soon. The higher grades of hardwoods are quite scarce and this has the effect of switching the demand to the medium grades. There is considerable strength shown in the lower grades which have been a little slow for some time.

Prices are well maintained at the levels which have prevailed for several weeks. Quartered and plain oak are both selling well, especially in the higher and medium grades. Maple is stronger and the demand is brisker. Poplar is firm and the same is true of chestnut. Many live inquiries for all items on the list are received from time to time.

CINCINNATI

While there has been no material change in the hardwood market for the past two weeks, demand is not quite as keen as it has been. Despite this, prices showed no tendency to weaken under the strain. Values established during the recent upward movement have been maintained in the better grades, and while lower grades are still moving slowly, they are quoted at satisfactory prices. Indications point to only a fair business from now until the first of the year at least. Demand for practically all items has fallen off some during the past ten days, but this is only natural for this time of the year, in the opinion of the trade in general. The industrials as a whole are not very active, the planing mill trade in particular is doing very little, while the furniture factories are not buying as much as they were two weeks ago. A majority of these concerns are holding off buying for future needs until after the January furniture exhibits. Two weeks ago

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Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

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(INCORPORATED)
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NOW

Double Band Mills
|| Arkansas City, Ark.



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INCORPORATED

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Poplar

Black Walnut

Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL
A SUBURB OF KNOXVILLE
FONDE, KY., & DUFF, TENN.

the railroads started a buying movement but today this outlet is demanding very little stock.

Wholesalers say one reason for the upper grades maintaining steady prices, despite a falling off in demand is a shortage of common and better items. Gum is probably the most active item on the list, with oak a close second. The export trade is exceedingly dull, according to a majority of the exporters.

INDIANAPOLIS

The industrials are more and more figuring in the hardwood consumption of Indianapolis and central Indiana, according to mill representatives here. The biggest percentage of demand is coming from the furniture factories, all of which appear to be producing something at least and many of which are working to capacity. There are many indications pointing to increased production on the part of these plants. Sales departments declare prospects are good for spring business and they are urging that adequate stocks be made up at the factories. Business is fair in the box and barrel factories, but the piano trade appears to be suffering. The automobile body plants are working well, but the business in this line is falling off with the slump in winter trade following a good fall season.

EVANSVILLE

The hardwood lumber manufacturers of Evansville and southern Indiana say that during the last week in November and the first week in December their business suffered some little slump but not enough to be noticed and that they believe their trade during the rest of the year will hold up very well. They say that their business has been on the upward grade since the first of October and that the demand for the better grades of hardwoods has been better than at any time during the present year. Collections are holding their own very well and general trade conditions have gradually improved. Most of the wood working plants in the city, as well as those in southern Illinois and western and northern Kentucky towns, are being operated on an average of about 50 hours a week. Hardwood lumber manufacturers report that owing to the excessive rains in the South and along the Green and Barren rivers in western Kentucky few logs have been coming into the local market during the past two or three weeks. They say they have plenty of logs, however, for immediate uses. There is not as much cheap lumber on the market now as there was early in the year and this has caused the market to become more stabilized. Box manufacturers report that their business has been fairly good during the past month.

BEAUMONT

There has been a slight slowing down in the demand for hardwood during the past two weeks, but it has not been sufficient to lower the price. Production is still far below normal, and a complete cessation of orders would not mean much in the way of stock accumulations.

Red gum still leads the market, but there is practically none to be had in this section. The supply at mills is exhausted and the small number of plants in operation does not tend to relieve the situation. Inquiries for square-edged, while limited in volume, are becoming more numerous and the possible call for this class of stock may soon justify a resumption of operations.

The demand for ash has broadened with prices firm. Box factories are taking more material and prices are stiffening slightly, but the low grade movement generally is still at a low ebb. Production is still unchanged.

MEMPHIS

There is some slowing down in demand for hardwood lumber, which is attributed by the majority of the trade here to the approach of the holiday season and the inventorying period that will follow so closely thereafter. But, even so, there is a fairly active demand in which manufacturers of furniture, flooring and interior trims are easily the leaders, as they have been during the past few weeks. The majority of the trade have enough lumber sold now to keep them busy until after Christmas, as November proved the banner month of 1921 in the matter of orders booked.

Buyers are attempting to place orders calling for shipment after January 1, but they are meeting with indifferent success in this direction, for the reason that sellers are not disposed to accept business of this character. As an illustration, it may be noted that one firm here received orders during the past week for 500,000 feet from one consumer and 1,000,000 from another on the basis of current prices, 12 cars to be shipped immediately in each case and the remainder at the seller's option any time after January 1. The seller was willing to accept the offer for 12 cars for immediate shipment but declined to accept that portion calling for later delivery. He says that he believes the market will be appreciably higher after the holidays that it is now and that he does not care to be placed in the position of having to ship lumber invoiced at old prices, when he anticipates that he will be able to sell everything he has to offer at prices current on date of invoice. Others are taking the same view of the situation and forward delivery business is largely taboo here.

Furniture manufacturers are buying plain and quarter sawn red and

white oak and red and sap gum in No. 1 common and better in considerable quantities, while flooring manufacturers are confining their purchases largely to Nos. 1 and 2 common plain red and white oak. Manufacturers of interior trim are buying plain and quartered red and white oak and plain and quartered red and sap gum, as well as some other items, while automobile interests are taking elm and ash, demand from this source being somewhat better than a short time ago. Box manufacturers are taking low grade gum and cottonwood in considerable volume. There is a fair miscellaneous demand for other items, and altogether members of the trade express themselves as very well pleased with the character of buying now being experienced, so far as domestic interests are concerned. It is generally admitted that export demand is very limited, despite the fact that it is announced that the 30-cent ocean freight rate to United Kingdom ports, which was to have been materially increased December 1, will continue in full force and effect throughout the current month.

Buyers are encountering considerable difficulty in securing their requirements in No. 1 common and better in a number of items. The greatest shortage is in the case of plain and quartered red gum in the higher grades. Offerings are particularly scarce, while the demand is quite active. Flooring manufacturers, too, who have been taking plain oak freely during the past few weeks, are not having altogether easy sailing in finding what they want in dry stock.

Prices are well maintained and the tendency continues upward. This tendency to advance is perhaps not quite as pronounced as a short time ago, but the market shows an exceptionally good undertone. Holders generally take the view that there will be an active demand for hardwood lumber after Christmas, and that, in view of the difficulties surrounding production and the already greatly depleted supply of the better grades, the market will show a further advance. This is really the reason that sellers are indisposed to enter into forward delivery engagements.

In the meantime, production is making but modest progress because of the interference from heavy rains and because of the limited supplies of logs on mill yards or in process of delivery thereto. Efforts are being made to increase production, but these are meeting with indifferent success.

MILWAUKEE

One of the outstanding features of the hardwood market is that while in former years the beginning of December usually witnessed a sharp decline in activity pending the readjustment of wood consuming industries for the new year's business, buying interest actually is increasing as the final month of the year wears on. A large number of industries devoted the final week of November to inventories and other details ordinarily handled in the last week of December, this work being advanced because the liberal improvement in demand and sustaining factors made it advisable to clear the decks early to avoid any interference later.

At the present time the purchases made by furniture and cabinet industries are probably the heaviest known this year, while manufacturers of interior trim, flooring and other hardwood products entering into building construction are taking generous quantities to fill their immediate orders and prepare for a brisk new year, which now seems assured. Despite predictions made early in 1921, this year has broken all records for volume of new construction in Milwaukee, and work in prospect for 1922 makes it likely that next year will break this year's high water mark. By December 1 the Milwaukee building inspection department had issued permits aggregating in value \$23,405,000, compared with \$23,366,000 in 1919, which marked the high record up to this time. So far this month permits are being applied for at a rate making it possible that Milwaukee will have a \$25,000,000 building year. Other cities in Wisconsin have similar reports to make, both in regard to this year and next year's prospects.

Hardwood lumber manufacturers in the North are increasing production steadily and undertaking woods work on at least an average scale, although late in the summer it was feared that the log input would be at a minimum this winter. The marked increase in demand, which reduced surplus stocks rapidly, and has induced a resumption of new production on a relatively liberal scale. Prices are firmer, especially on low grade stuff, which is moving much better and therefore commanding higher values. This, in fact, is one of the most encouraging features of the immediate situation.

NEW ORLEANS

A slight falling off in demand; a steady, continued upward tendency in prices, even including some of the lower grades; a pronounced shortage of stocks of everything above No. 2 common, a continued abundance of everything below that standard; and increased efforts to speed up production to meet the evident heavy demands for an early spring buying, with the handicap of the approaching winter season, an already adverse logging situation and a present scarcity of logs, which promises to become really acute as the winter season advances—this, in brief, is the bold outline of the hardwood market situation in the extreme southern territory at the present time.

While the decrease in inquiries and in demand of most of the various kinds and grades of hardwoods has been pronounced within the past fortnight, this development is regarded as altogether seasonal. It is not attributed to business conditions in general facing the lumber and it is, therefore, causing no great concern to members of the industry through-

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4/4 No. 1 Common	30,000'
4/4 No. 1 Com. & Btr.	30,000'
4/4 No. 2 Common	100,000'
5/4 FAS	15,000'
5/4 Selects	65,000'
5/4 No. 1 Common	5,000'
5/4 No. 2 Common	150,000'
8/4 No. 1 Com. & Btr.	11,000'

SOFT ELM

4/4 No. 2 Com. & Btr.	75,000'
6/4 No. 1 Com. & Btr.	50,000'
8/4 No. 2 Com. & Btr.	35,000'

ASH

4/4 No. 2 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	25,000'

HARD MAPLE

4/4 6" and wider, 8' and longer	
No. 1 Com. & Btr.	100,000'
5/4 No. 1 Com. & Btr.	200,000'
5/4 No. 2 Common	200,000'
6/4 No. 1 Com. & Btr.	70,000'
6/4 No. 2 Common	150,000'
8/4 No. 2 Com. & Btr.	200,000'
10/4 No. 1 Com. & Btr.	60,000'
12/4 No. 1 Com. & Btr.	30,000'

SOFT MAPLE

4/4 No. 2 Com. & Btr.	150,000'
6/4 No. 2 Com. & Btr.	14,000'
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Manufacturers
of
West Virginia

**SOFT
YELLOW
POPLAR**

**PLAIN
WHITE
OAK**

**PLAIN
RED OAK**

**QUARTERED
WHITE
OAK**

**WHITE OAK
TIMBERS &
PLANK**

**CHESTNUT
BASSWOOD**

**MAPLE
HICKORY**

**BEECH
BUCKEYE**

**BIRCH
BUTTERNUT**

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BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

out the South. The consensus of opinion of leading hardwood people of the section is to the effect that most of the regular customers, who have shown a let-up in purchasing within the past week or so, are doing this for the reason that they prefer not to take on new supplies during their inventorying period. In fact, some of the orders received now specify that deliveries are not to be made until after the first of the year and it is generally regarded that a general revival of purchasing activities will be commenced immediately following the advent of the approaching new year.

Heavy rains throughout the southern belt within the past fortnight have affected adversely logging operations and it is generally feared that the shortage of logs at the mills during the inclement winter months is most likely to develop into a real famine. Not a few mills, it is apprehended, may be compelled even to close down for want of logs upon which to operate ere next spring.

Tupelo has taken a new lease on life and among other items for which there is still considerable demand and upon which prices continue to nose upward may be mentioned magnolia, cottonwood, red gum, ash and white and red oak. The lower grades are in a better position than for some months past, due to the increasing scarcity of the uppers. There still remains, however, tremendous room for improvement for everything below No. 2 common in practically all varieties.

LOUISVILLE

The local hardwood market is feeling the effect of the late season, and the inventory period, demand having slumped somewhat, but prices are firm. It is reported that high grades are very scarce, and that with mills closing down until spring shortage will be more severe in January. However, it is believed that shortly after the first of the year more hardwood mills will be operating than for some time past, but it will be some little time before they will have much dry stock to offer. There is some danger, of course, of the present high water in the South holding back logging, and preventing the mills from getting an early start. Some of the local hardwood men believe 1922 will be a big year, while others are anticipating a slump in June or July. Prices as a whole are very firm, and while demand is not as good as it has been it is fair, and looks mighty big alongside of that of last spring. Walnut is especially good, while mahogany and oak are fair, gum having been strong for some time. Veneers are fair, but business is spotted and prices weak.

ST. LOUIS

The market in St. Louis is moving along at the usual end of the year pace, not much doing in sales and no changes in prices. Furniture people are buying little, automobile manufacturers doing very little. All in all it may be said of the market that it is about where it was two or three weeks ago.

The Federal Reserve Bank's statement says of the industry, "Increased foreign demand for hardwoods has been simultaneous with a much better domestic movement. Furniture factories and flooring mills have been in the market with heavy requirements. The upper grades of oak and gum, the principal commercial woods of the Southwest, are in very active demand at substantial advances in prices. There has also been a great improvement in demand for low grade materials and, in spite of almost prohibitive freight rates, these stocks are now moving at a small profit to the producers."

TORONTO

While the purchase of hardwood is not going on in Ontario in any great volume, there is a distinct improvement in the situation and the consuming trade is realizing that it must shortly purchase stock if the factories are to continue to operate. In general, the manufacturers and wholesalers have written off the losses incumbent on previous high costs and speculation. It is recognized, however, that the trade still presents its difficulties through the failure of some branches of industry to recognize their share in the absorption of losses and reductions. The implement trade is still slack and building has not yet got back to its proper plane, due, to some extent, to the refusal of some of the supply concerns to accept reduced prices, and to the attitude of labor in the larger centers. On the other hand, representatives of Toronto hardwood firms who have been calling on the consuming trade lately say that the furniture, piano and automobile businesses are in a distinctly better position and the railways are doing more buying. The consuming trade has reduced its hardwood stocks and at the present time are not over supplied. The flooring plants and box plants are gradually absorbing the over supplies of low grade hardwood. There has also been an improvement in the export situation. The only over supply of hardwood at the present time is low-grade and this is not likely to last long as the building situation has about reached the point where it cannot be denied replenished supplies. It is generally believed that the coming year will show up a market short of supply in practically all kinds of hardwood in Ontario in the grades of No. 1 common and better. Proposed production this winter will be about twenty-five per cent of normal, due, almost entirely to the fact that prices of hardwood today are so low that the producer cannot get a profit.

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYEES WANTED

WANTED

A veneer lathe operator, man preferred who is used to cutting northern hardwoods. State experience and references. Address Box 820, care HARDWOOD RECORD.

WANTED—MANAGER

For a veneer cutting department. Young married man preferred, who has a fair idea of how to cut veneers and who understands working up northern hardwoods. Address Box 827, care HARDWOOD RECORD.

WANTED

Log buyer with thorough knowledge of and experience in central Kentucky and Tennessee people and timber. Will pay good salary to man who can produce good logs and keep cost down. Give experience, references and salary expected in first letter. Address Box 831, care HARDWOOD RECORD.

LUMBER FOR SALE

FOR SALE—MAPLE

No. 2 C. & Btr. 8/4" Soft Maple, dry. J. M. STEARNS & SONS, North Vernon, Ind.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

HARDWOODS AT SACRIFICE PRICES

CLOSING FACTORY HAS FOR QUICK SALE IN NOT LESS THAN CARLOAD LOTS ABOUT 150,000 FT. OF ASSORTED ASH, ELM, BASS, BIRCH, MAPLE AND BOXING PINE; ALMOST ALL NOS. 1 AND 2 GRADES; MOSTLY ASH; ABOUT HALF KILN DRIED; BALANCE AIR DRIED; ALL F. O. B. BELVIDERE, NEW JERSEY. WILL SELL WELL BELOW MARKET, WITH EXTRA CUT IF SOLD IN ONE LOT. INVENTORY AND FURTHER PARTICULARS FROM WILLIAM MORE, MANAGER. AMERICAN TYPE FOUNDERS COMPANY, BELVIDERE, NEW JERSEY; TELEPHONE BELVIDERE 56.

FOR SALE

One or two cars 8/4 Mill Run Hickory. Make us offer F. O. B. cars Ingleside, Miss.

Humphreys Bros., Ingleside, Miss.

SEASONING OF WOOD

A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties. Price Postpaid, \$5.00.

FOR SALE—BUCKEYE

Two cars 4/4 1s and 2s Buckeye. The stock is band sawn, contains excellent widths and lengths. Bright, dry and well manufactured.

BUTZ LUMBER COMPANY,
Odd Fellows' Building
Wilmington, Delaware.

LUMBER WANTED

WANTED

250,000' 3/4" oak flooring for Los Angeles delivery. Quote bottom brokerage prices for different grades. Address Box 828, care HARDWOOD RECORD.

WANTED HARDWOOD SAWDUST

We buy carloads dry Maple, Birch, Beech and Hickory. Also air-dried and green sawdust. Send samples and quote prices to ACME SAWDUST CO., 76 North 6th St., Brooklyn, N. Y.

WANTED

1 or 2 cars 14-foot foundation timbers, prefer 6x8 White Oak, but might use other sizes and kinds. In quoting state age, size and kind. JOHN I. SHAFER HDWD. CO., South Bend, Ind.

LOGS FOR SALE

CABINET WOODS FOR SALE

Have about twenty tons A No. 1 ebony logs. Also Spanish cedar and teak—prime stock.

Write or wire

J. H. DIECKMANN, JR.,
110 Sutter St., San Francisco, Cal.

LOGS WANTED

WALNUT LOGS

Walnut Logs Wanted.

Will pay spot cash.

Address Box 833, care HARDWOOD RECORD.

WE ARE BUYING

Cherry and Walnut logs and lumber. CHERRY LUMBER COMPANY, St. Bernard Sta., Cincinnati, O.

WANTED—GOOD WALNUT LOGS

Ten-inch and up in diameter. Will pay highest cash price and inspect at loading point. Write us. J. W. FRYE LBR. & VENEER CO., Dayton, Ohio.

WANTED

Second Growth White Ash Logs 10" and up, 10 and 13 feet long. Must be good quality, northern stock only. Cash f.o.b. loading point. CAL. BALMER, Bluffton, Ohio.

TIMBER LANDS WANTED

WANTED HARDWOOD TIMBER

30 to 40 million feet located in Arkansas, Mississippi or Louisiana, near railroad. Will buy either in fee or stumpage only. Send complete details. Address Box 813, care Hardwood Record.

TIMBER LANDS FOR SALE

FOR SALE

\$12.50 per acre, terms or cash, will buy a 5000 acre stock and timber ranch with saw and planing mill and registered cattle and farm equipment. No trade. J. D. GERLACH, Doniphan, Mo.

FOR SALE

Northern Wisconsin and Upper Michigan Timber Tracts, ranging from 5 to 20 Million feet, well located, close to shipping points, at reasonable prices and terms. Now is the time to buy.

GEO. F. BRAUN, Rib Lake, Wis.

TIMBER FOR SALE

HARDWOODS

Eleven thousand acres very fine Hardwood in southwestern Arkansas running heavily to forked leaf white oak and hickory. A quality proposition. Address Box 819, care HARDWOOD RECORD.

FOR SALE—20 MILLION FEET

Of good hardwood, nearly half of which is cypress and ash, on easy terms. Located within one mile of the main line of the Atlantic Coast Line Railroad in South Carolina. C. J. BAKER, P. O. Box 400, Charleston, S. C.

TIMBER

A real bargain in about 60,000,000 feet of good timber near the Soo, about 40% Red Birch, 30% Maple, balance Hemlock, Pine, Spruce and Cedar. Fair logging and excellent shipping facilities. W. H. Ranson, Sault Ste. Marie, Mich.

FOR SALE

1,250,000 feet virgin pine hardwood timber near Frisco R. R., Amory, Miss. Additional good timber at bargain prices in surrounding territory. Splendid small mill site. Write for instructions concerning investigation. HOUSTON BROTHERS, VICKSBURG, MISS.

TIMBER FOR SALE

Complete 8" Band Mill, Planing Mill, Saw Mill, town with 100 dwellings, commissary building, hotel and boarding houses. Everything complete. Mill and townsite located on about 800 acres of land, healthy location, artesian well. Logging Equipment consists of three (3) locomotives, twenty-five (25) cars, one Clyde Skidder (2 line re-haul), two loaders, twenty-five miles of rail with track constructed through one hundred million feet of the finest hardwood timber in the South. All located in South Mississippi. Timber runs about 80 to 85% fine Red Gum, balance Oak (Red & White), Tupelo, Red Cypress, etc. Everything ready for immediate operation. Address Box 823, care HARDWOOD RECORD.

MACHINERY WANTED

WANTED

A used gasoline driven lumber piling machine, preferably one known as "The Skypilit." JOHN I. SHAFER HDWD. CO., South Bend, Ind.

WANTED

To purchase used hardwood end matching flooring machine. Give make, where located, condition of machine and your lowest cash price in first letter. Address Box 832, care HARDWOOD RECORD.

MACHINERY FOR SALE

STEAM HAULER

Made by Phoenix Mfg. Co., Eau Claire, Wis. In fine condition; has been thoroughly overhauled; is ready for use. Have engineer for operation. Address CHALMERS CURTIS, Petoskey, Mich.

FOR SALE

One right-hand brand new modern 16-foot Veneer Saw with automatic set works and positive offset. Fixed for direct motor drive. The last word for veneer and thin lumber sawing. For particulars address Box 824, care HARDWOOD RECORD.

ONE COVELL NO. 82 STRETCHER

with retooher. Rebuilt fully 99 per cent new—\$350. Practically all new excepting frame. Send for list other rebuilt filing room machinery. Special price GeBott Band Wheel Grinders. New—while they last. Address Box 916, Big Rapids, Mich.

NOW IS YOUR CHANCE TO GET SOME REAL BARGAINS IN MACHINERY

On account of the death of A. A. McLaughlin, owner of A. A. McLaughlin & Co., machinery dealers, the entire business will be sold to settle up the estate. If you are looking for some real bargains, write us quick for our list of used machines before the other fellow beats you to them.

A. A. McLAUGHLIN & CO.,
24 West Second St., Cincinnati, O.

FOR SALE—MACHINERY

1 Coe Veneer Machine, 60" knife, 52" swing with pulleys and belts.

1 Atlas Engine, 80 horsepower.

1 Atlantic works 36" band saw.

1 Bentel & Marcedant Co. Universal Wood Worker with 9" jointer, 3 cutters, shaper and boring attachment.

We want used machinery of all kinds. State lowest cash price and full particulars. THE WILLIAMS SALES CO., P. O. Box 421, Fort Wayne, Ind.

FOR SALE

1 24x42" left-hand Hardie-Tynes heavy duty Corliss engine.

1 20x42" left-hand Hardie-Tynes Girder frame Corliss engine.

1 16x36" right-hand Bates Corliss engine.

1 150 horsepower Cochrane feed water heater.

These engines are guaranteed in first-class condition. Immediate shipment. For further particulars and prices, address P. O. Box 1392, Birmingham, Ala.

MISCELLANEOUS

FOR SALE

1,000,000 sawdust bags \$35. New bags made from best burlap. Will fit for every purpose. Sacrifice at \$35 per 1000. No samples will be sent less than 1000 bags. JOS. WERNER, P. O. Box 658, Hartford, Conn.

DIMENSION STOCK FOR SALE

FOR SALE

Chair Backs, Chair Rails, Table Tops, Table Legs and other Hardwood Dimensions cut to order from dry stock. Write us for prices. Mill and Factory, 3103 Carrollton Ave., New Orleans, La. Excel Lumber Co., Inc.

LOGGING EQUIPMENT WANTED

WANTED

From ten to twenty lumber buggies, preferably with 3" tire. Preferably of Stretch Bros. manufacture. In quoting state age, make, size and condition. Address Box 830, care HARDWOOD RECORD.

LOGGING EQUIPMENT for SALE

FOR SALE—HOLT TRACTOR

Only used a few months; price \$2,500. Address A. E. & L. O. Peck, Westfield, Mass.

FOR SALE

2 5-ton White trucks.

1 5-ton Holt tractor.

In excellent condition. Will sell at a bargain. THE KRAETZER-CURED LUMBER CO., Greenwood, Miss.

FOR SALE

One Republic Log Truck and Trailer, cost \$4,000.00, will sell for \$2,000.00, or equivalent in cattle or mule teams. Used only about 20 days and good as new.

B. G. Humphreys, Ingleside, Miss.

FOR SALE

One 5-ton 1919 Model Holt Caterpillar in excellent condition; also 4 8-wheel Log Wagons, Hemming make. McCORMICK LAND & LUMBER CO., McCormick, S. C.

FOR SALE

Logging equipment, sleighs, water tanks, jammers, tackle, etc. Also full camp equipment, springs, mattresses, blankets and kitchen utensils for 150 men. Address Box 826, care HARDWOOD RECORD.

PORTABLE SKIDDER FOR SALE

The Tom Huston Portable Skidder; quickly moved from place to place under its own power. Made of steel; light, powerful and handles largest logs with ease. Shipped to reliable parties anywhere on fifteen days' trial. It will cut down your logging costs. TOM HUSTON MFG. CO., Columbus, Ga.

FOR SALE—50 LOG WAGONS

Manufactured by Owensboro Wagon Co., Owensboro, Ky., new, perfect condition, knocked down, in original crates. Recently purchased from War Department, 3 3/4 x 12 Sken axle, 4 x 5/8 tires, 40" wheels, capacity 5 tons, equipped with brakes, price \$106.00 each. This is less than one-half present price. WALTER H. WILMS, 523 Richmond Avenue, Buffalo, N. Y.

BUSINESS OPPORTUNITIES

NEW YORK OFFICE AVAILABLE

For wholesale lumber company with established concern in allied line of business. Address Box 829, care HARDWOOD RECORD.

FOR SALE—VENEER MILL

In fine northern hardwood section, two lathes, automatic dryer, excellent power plant and sawmill in connection. Address Box 834, care HARDWOOD RECORD.

WANTED TO REPRESENT

Manufacturers of lumber and wagon stock and flooring, or what have you for Calif. trade? LANGTON HDWD. LBR. CO., 600 Metropolitan Bldg., Los Angeles, Cal.

AMERICAN FOREST TREES

This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$6.00. For those who send in their order now, accompanied by check, we will make a special price of \$5.00.

SOUTHERN SALES CONNECTION

Old established northern hardwood manufacturer with complete sales organization covering New York, New Jersey, Pennsylvania and New England states, with branch sales office in Boston and New York City, desires southern hardwood connection, including oak flooring and yellow pine, on commission, or will buy outright and handle own accounts. Address Box 835, care HARDWOOD RECORD.

SALES REPRESENTATION

of reliable Hardwood mills wanted, stock suitable for New York market, particularly Poplar, Chestnut, Oak, Basswood, Gum, Maple, Birch and Oak and Maple Flooring. Arrangement whereby mill invoice to customers considered or advertiser would carry credit. Advertiser parties of highest financial standing, thoroughly responsible and will bear full investigation. Reply fully and if favorable, advertiser will visit mill. Address Box 821, care HARDWOOD RECORD.

WANTED

More capital for Veneer Plant in South. Want to enlarge plant, equip with another lathe and dryer for handling commercial stock. Fine timber for many years and cheaper than can be bought elsewhere. Fine opening.

Would like to organize new company and put our plant in, or simply take in new capital. Fine opening for first-class superintendent, office man, or would consider surrendering management to right party. Investigation invited. Address Box 822, care HARDWOOD RECORD.

LOCOMOTIVES FOR SALE

LOCOMOTIVES FOR SALE

Any gauge, type or weight. Have large stock to select from, located our own shops here. All first-class condition. Immediate shipment from stock. Also have cars, cranes, etc. Full information mailed upon request.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Georgia.

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TALLY SHEETS With WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other
Supplies Will Be Sent on Request

FRANK R. BUCK & CO.

2133 Kenilworth Ave. CHICAGO, ILL.

MISCELLANEOUS

UNIVERSAL LUMBER CODE WANTED
New or used copy. WALNUT EXPORT
SALES CO., 616 S. Michigan Avenue, Chicago.

FOR SALE

30,000 hewn ties, axe and plow handle blanks,
doubletree and neckyokes and all kinds of rims
in hickory and oak.

B. H. TROXEL, Ravenden Springs, Ark.

SEVERAL THOUSAND

White and red oak and treatment railroad
cross-ties for sale, priced right for immediate
delivery. Address J. O. WHEADON, Box 122,
Bloomington, Ill.

FOREIGN DEPARTMENT

J. F. Mueller & Son Co.

Estab. 1795 HAMBURG 27 Incorp. 1916

Cable Address: Holzmüller, Hamburg

WOOD BROKERS & AGENTS

veneers FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

LUMBER FOR SALE

Confidence Is the Keynote of Cornelius

Write or Wire for Right Prices on the following

4/4-16/4" Nos. 2 & 3	8/4" Select & Better
BEECH	4/4" No. 1 Shop
4/4" Log Run, 40% 14' & 16', 75% No. 1 & Btr.	8/4" No. 1 Common
COTTONWOOD	17" No. 2 Common
1" Box Bds., 8-17", 40%	8/4" No. 2 Common
14' & 16' Band Sawn	YELLOW CYPRESS
1" FAS Band Sawn	4/4" No. 1 Com., 1x10", 60% 14' & 16'
1" No. 1 Com. Bd. Sawn	ELM
1" Log Run, 75% No. 1 & B.	10/4" Log Run, 75% No. 1 & Better
RED CYPRESS	
1" Select and Better	

Anything in Fir, Spruce or Yellow Pine

CORNELIUS LUMBER COMPANY
ARCADE BUILDING, ST. LOUIS, MO.

Northwest Office: Merchants National Bank Bldg., St. Paul, Minn. Mills: Drew, Miss.; Osmeek, La.

MISCELLANEOUS

Woodworking Concerns

box factories and veneering factories,
seeking new locations or stumpage
will do well to investigate the hard-
wood timber districts of Minnesota,
Wisconsin, and Upper Michigan tribu-
tary to the Soo Line and D. S. & A.
Railways. State your wants and we
will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

The Curtiss-Willis Co.

INCORPORATED

30 Church Street, New York
TELEPHONE: CORTLANDT 4338

The Largest Dealers in Used and New Tanks

At the prices we make,
we should sell a tank
every thirty minutes!

We are anxious to become so well known that
when a man thinks of tanks he will automati-
cally think of Curtiss-Willis.

We are building and selling new tanks of all
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Saw Mill Machinery

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

Send for New Catalog

Hill-Curtis Company, Kalamazoo, Mich.
1440 No. Pitcher Street

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ASH

NO. 2 C. & BTR., white, 4/4-16/4", good
wdths. & lgths., 2 yrs. dry. ATLANTIC LBR.
CO., Buffalo, N. Y.

NO. 1 C. & BTR., white, 4/4-12/4", reg.
wdths. & lgths., yr. dry. BUFFALO HDWD.
LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", av. wdths. & lgths., 1
yr. dry. C. C. COLLINS LBR. CO., Rhine-
lander, Wis.

NO. 2 C., 6/4, 8/4, 10/4, 12/4". S. P. COP-
POCK & SONS LBR. CO., Fort Wayne, Ind.

NO. 1 C., white, 4/4, 5/4, 6/4, 8/4", good av.
wdths. & lgths., 6 mos. dry, firm texture.
CORNELIUS LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 12/4"; NO. 1 C. & SEL.,
1/2, 4/4; NO. 2 C., 4/4". DARNELL-LOVE
LBR. CO., Ieland, Miss.

NO. 1 C. & BTR., 8/4, 10/4". GEO. C.
EHMANN & CO., Memphis, Tenn.

NO. 1 C., black, all thicknesses G. ELIAS &
BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4, 8/4, 10/4, 12/4,
16/4". GRISMORE-HYMAN CO., Memphis,
Tenn.

ALL GRADES, 5/8-16/4". MALEY &
WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4, 16/4", reg. lgths., dry.
HARRY H. MAUS LBR. CO., So. Bend, Ind.

COM. & BTR., 4/4, 5/4, 6/4, 8/4", good
wdths., 60% 14' & 16', 6 mos. dry, band sawn.
L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-16/4", on grade; NO. 1
C. & BTR., white, 5/8 & 3/4". THOMPSON-
KATZ LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4",
8-16" long, 6 mos. dry; NO. 1 C., 5/4, 8/4, 10/4,
12/4", 6-16" long, 6 mos. dry. TUSTIN HDWD.
LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths.;
NO. 2 C., 4/4", reg. wdths. & lgths. WISCON-
SIN LBR. CO., Chicago, Ill.

FAS, 4/4 to 8/4", reg. wdths. & lgths., 4-6
mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg.
wdths. & lgths., 6-10 mos. dry; NO. 1 C., 4/4-
16/4", reg. wdths. & lgths., 6-10 mos. dry; NO.
2 C., 4/4, 5/4 & 8/4", reg. wdths. & lgths., 6-10
mos. dry. JOHN M. WOODS LBR. CO., Mem-
phis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std.
lgths., 2 yrs. dry, northern stock, tough texture.
YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 1 C. & SEL., 4/4". AMERICAN COL-
UMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-12/4", good wdths. &
lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buf-
falo, N. Y.

NO. 2 C. & BTR., 4/4-16/4", 1 1/2-2 yrs. dry.
BLAKESLEE, PERRIN & DARLING, Buffalo,
N. Y.

NO. 1 C. & BTR., 4/4", av. wdths. & lgths., 6
mos. dry; NO. 1 C., NO. 2 C., both, 4/4", av.
wdths. & lgths., 6 mos. dry. C. C. COLLINS
LBR. CO., Rhinelander, Wis.

ALL GRADES, all thicknesses. G. ELIAS &
BRO., INC., Buffalo, N. Y.

LOG RUN, 5/4". JACKSON & TINDLE,
INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths., std.
lgths., 1 to 2 yrs. dry. YEAGER LBR. CO.,
Buffalo, N. Y.

BEECH

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. &
lgths., yr. dry. BUFFALO HDWD. LBR. CO.,
Buffalo, N. Y.

NO. 2 C. & BTR., 10/4". S. P. COPPOCK &
SONS LBR. CO., Fort Wayne, Ind.

LOG RUN (20% NO. 2), 4/4, 6/4", good av.
wdths. & lgths., 6 mos. dry. CORNELIUS
LBR. CO., St. Louis, Mo.

NO. 2 C. & BTR., 5/8, 5/4, 6/4", reg. wdths.
& lgths., 2-5 mos. dry; NO. 2 C., 4/4", reg.
wdths. & lgths., 9 mos. dry. EAST JORDAN
LBR. CO., East Jordan, Mich.

HIGH GRADE, 4/4, 6/4, 8/4". JACKSON &
TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, 6/4, 8/4". HARRY H. MAUS
LBR. CO., So. Bend, Ind.

LOG RUN, 4/4, 6/4, 8/4, 10/4", good wdths.,
60% 14' & 16', 6 mos. dry, band sawn. L. D.
MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 5/4, 8/4", good wdths. &
lgths., dry. STRABLE LBR. & SALT CO.,
Saginaw, Mich.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. &
lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buf-
falo, N. Y.

HARDWOODS FOR SALE

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4", av. wdths. & lgths., 1 yr. dry; **NO. 2 C.**, 4/4, 5/4, all wdths. & lgths., yr. dry; **NO. 1 C.**, 5/4, 6/4", all wdths. & lgths., yr. dry. **C. C. COLLINS LBR. CO.**, Rhinelander, Wis.

NO. 2 C., 4/4", reg. wdths. & lgths., 10 mos. dry; **NO. 2 C. & BTR.**, 4/4", reg. wdths. & lgths., 9 mos. dry, full log run. **EAST JORDAN LBR. CO.**, East Jordan, Mich.

HIGH GRADE, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". **JACKSON & TINDLE, INC.**, Grand Rapids, Mich.

NO. 2, 4/4". **KING MILL & LBR. CO.**, Paducah, Ky.

NO. 1 C. & BTR., 10/4, 12/4". **MASON-DONALDSON LUMBER CO.**, Rhinelander, Wis.

SEL. & BTR. (unselected), 4/4, 5/4", good wdths. & lgths., dry; **NO. 1 & BTR.** (40-50% FAS), 8/4, 10/4", good wdths. & lgths., dry. **STRABLE LUMBER & SALT CO.**, Saginaw, Mich.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. **YEAGER LBR. CO.**, Buffalo, N. Y.

BUTTERNUT

LOG RUN, 4/4", 3" & up, 4' & up, 6 mos. dry. **HOFFMAN BROS. CO.**, Fort Wayne, Ind.
NO. 1 & 2 C., 4/4", reg. wdths., std. lgths., 2 yrs. dry. **YEAGER LBR. CO.**, Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LBR. CO.**, Buffalo, N. Y.

CHESTNUT

SD. WORMY, 4/4, 5/4, 6/4, 8/4". **AMERICAN COLUMN & LBR. CO.**, Columbus, O.

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LBR. CO.**, Buffalo, N. Y.

NO. 1 C. & BTR., 6/4-16/4", 1½-2 yrs. dry. **BLAKESLEE, PERRIN & DARLING**, Buffalo, N. Y.

COTTONWOOD

NO. 1 C. & BTR., 4/4". **S. P. COPPOCK & SONS LBR. CO.**, Fort Wayne, Ind.

NO. 1 C., 4/4", 13" & wider, good av. lgth., yr. dry. **CORNELIUS LBR. CO.**, St. Louis, Mo.

FAS, 4/4", 6-12"; **NO. 1 C. & SEL.**, 4/4". **DARNELL-LOVE LBR. CO.**, Leland, Miss.

COM. & BTR., 4/4", reg. wdths. & lgths. **DICKSON & LAMBERT LBR. CO.**, Memphis, Tenn.

NO. 1 C., 4/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

FAS, 4/4", 6-12", reg. lgths.; **NO. 3 C.**, 4/4", reg. wdths. & lgths.; **NO. 1 C. & SEL.**, 5/4", reg. wdths. & lgths. **WISCONSIN LBR. CO.**, Chicago, Ill.

CYPRESS

SEL. & BTR., 4/4-16/4", 1½-2 yrs. dry. **BLAKESLEE, PERRIN & DARLING**, Buffalo, N. Y.

SEL. & BTR., 4/4". **GEO. C. BROWN & CO.**, Memphis, Tenn.

SEL., Pantherburn, 6/4"; **NO. 1 C.**, Pantherburn, 1x8 & 4/4"; **NOS. 1 & 2 BOXING**, Pantherburn, 1x4" & up; **PECK**, Pantherburn, 4/4". **DARNELL-LOVE LBR. CO.**, Leland, Miss.

NO. 1 SHOP & BTR., all thicknesses. **G. ELIAS & BRO., INC.**, Buffalo, N. Y.

NOS. 1 & 2 C., 4/4". **HYDE LBR. CO.**, So. Bend, Ind.

SHOP & BTR., 4/4". **KING MILL & LBR. CO.**, Paducah, Ky.

NO. 1 C., 4/4". **THOMPSON-KATZ LBR. CO.**, Memphis, Tenn.

FAS, 4/4, 5/4", reg. wdths. & lgths.; **SELS.**, 6/4", reg. wdths. & lgths.; **NO. 1 SHOP**, 4/4, reg. wdths. & lgths.; **NO. 1 C.**, 4/4, 5/4, 6/4", reg. wdths. & lgths.; **NO. 2 C.**, 4/4, 5/4, 6/4", reg. lgths.; **NO. 1 C.**, 4/4, 8-10-12", reg. lgths.; **NO. 2 C.**, 4/4, 8-10-12", reg. lgths. **WISCONSIN LBR. CO.**, Chicago, Ill.

ELM—SOFT

NO. 2 C. & BTR., 10/4 & 12/4", reg. wdths. & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

LOG RUN, 4, 4, 5, 4, 8, 4". **GEO. C. BROWN & CO.**, Memphis, Tenn.

LOG RUN (25% **NO. 2**), 10 4", good av. wdths. & lgths., 6 mos. dry, band sawn. **CORNELIUS LBR. CO.**, St. Louis, Mo.

LOG RUN, 8/4, 10/4, 12 4". **DARNELL-LOVE LBR. CO.**, Leland, Miss.

NO. 1 C. & BTR., 16/4", reg. wdths. & lgths., 9 mos. dry. **EAST JORDAN LBR. CO.**, East Jordan, Mich.

LOG RUN, 4/4, 8/4, 10/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

HIGH GRADE, 10/4, 12/4". **JACKSON & TINDLE, INC.**, Grand Rapids, Mich.

LOG RUN, 4/4". **KING MILL & LBR. CO.**, Paducah, Ky.

NO. 3 C., 5/4". **MASON-DONALDSON LBR. CO.**, Rhinelander, Wis.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4". **HARRY H. MAUS LBR. CO.**, So. Bend, Ind.

NO. 1 C. & BTR., 4/4-14/4", reg. wdths. & lgths., dry. **R. B. MAXSON**, So. Bend, Ind.

COM. & BTR., 4/4", reg. wdths. & lgths., 14 mos. dry; **COM. & BTR.**, 6/4, 10/4, 12/4", reg. wdths. & lgths., yr. dry. **MOSSMAN LBR. CO.**, Memphis, Tenn.

NO. 1 & BTR., northern stock, 8/4, 12 4", good wdths. & lgths., dry. **STRABLE LBR. & SALT CO.**, Saginaw, Mich.

GUM—PLAIN RED

NO. 2 C., 4/4, 5/4", reg. wdths. & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

NO. 1 C., 6/4", good av. wdths. & lgths., 6 mos. dry. **CORNELIUS LBR. CO.**, St. Louis, Mo.

GUM—QUARTERED RED

NO. 2 C., 4/4, 5/4", reg. wdths. & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

NO. 1 C. & SEL., 3/4". **DARNELL-LOVE LBR. CO.**, Leland, Miss.

NO. 2 C., 6/4". **NORTH VERNON LBR. MILLS**, North Vernon, Ind.

FAS, 4/4, 5/4, 6/4, 8/4"; **NO. 1 & SEL.**, 6/4". **D. S. WATROUS CO.**, Memphis, Tenn.

GUM—SAP

NOS. 1 & 2 C., 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

PANEL & WIDE, **NO. 1**, 4/4", 18" & up. **FRANK A. CONKLING CO.**, Memphis, Tenn.

BOX BDS., 4/4", 9" & wider, good av. lgths., 6 mos. dry, band sawn. **CORNELIUS LBR. CO.**, St. Louis, Mo.

NO. 2 C., 8/4". **DARNELL-LOVE LBR. CO.**, Leland, Mich.

BOX BDS., 4/4", reg. wdths. & lgths. **DICKSON & LAMBERT LBR. CO.**, Memphis, Tenn.

LOG RUN, 5/4"; **NO. 1 C. & BTR.**, qtd., 8/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

FAS, 8/4"; **NO. 1 C.**, 8/4". **GRISMORE-HYMAN CO.**, Memphis, Tenn.

ALL GRADES, 5/8" & thicker. **MALEY & WERTZ LBR. CO.**, Evansville, Ind.

ALL GRADES, pl. or qtd., 4/4 to 10/4", reg. wdths. & lgths., dry. **RAY B. MAXSON**, So. Bend, Ind.

FAS, 4/4", 13" & up, reg. lgths., 10 mos. dry; **BOX BDS.**, 4/4", 9-12" & 13-17", reg. lgths., yr. dry; **PANEL & WIDE**, **NO. 1**, 4/4", 18" & up, reg. lgths., yr. dry. **MOSSMAN LBR. CO.**, Memphis, Tenn.

COM. & BTR., qtd., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. **L. D. MURRELLE LBR. CO.**, Memphis, Tenn.

NO. 2 C., 5/8, 3/4, 4/4"; **NO. 1 C.**, 3/4"; **FAS**, 4/4". **NORTH VERNON LBR. MILLS**, North Vernon, Ind.

NO. 1 C., 4/4"; **NO. 2 C.**, 4/4, 5/4". **THOMPSON-KATZ LBR. CO.**, Memphis, Tenn.

FAS, 5/4, 8/4"; **COM. & BTR.**, 10/4". **D. S. WATROUS CO.**, Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4, 6/4", reg. wdths. & lgths.; **NO. 2 C.**, 4/4", reg. wdths. & lgths.; **NO. 3 C.**, 4/4", reg. wdths. & lgths.; **FAS**, 5/4", 6/4", reg. wdths. & lgths. **WISCONSIN LBR. CO.**, Chicago, Ill.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd., black, 4/4", reg. wdths. & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

FAS, qtd., black, 4/4"; **NO. 1**, qtd., black, 4/4, 6/4". **FRANK A. CONKLING CO.**, Memphis, Tenn.

BOX BDS., 4/4x13" & up. **S. P. COPPOCK & SONS LBR. CO.**, Fort Wayne, Ind.

LOG RUN, tupelo, 4/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

NO. 3 C., 4/4". **HYDE LBR. CO.**, So. Bend, Ind.

NO. 1 C., **FAS**, tupelo, both 4/4". **KING MILL & LBR. CO.**, Paducah, Ky.

LOG RUN, black, 4/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. **L. D. MURRELLE LBR. CO.**, Memphis, Tenn.

NO. 2 C. & BTR., qtd., black, 4/4". **NORTH VERNON LBR. MILLS**, North Vernon, Ind.

HICKORY

NO. 2 C. & BTR., pecan, 8/4", reg. wdths. & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. dry. **BLAKESLEE, PERRIN & DARLING**, Buffalo, N. Y.

NOS. 1 & 2 C. **G. ELIAS & BRO., INC.**, Buffalo, N. Y.

FAS, 6/4"; **NO. 1 C.**, 6/4"; **NO. 2 C.**, 6/4". **NORTH VERNON LUMBER MILLS**, North Vernon, Ind.

MAGNOLIA

LOG RUN, 5/4, 6/4", good av. wdths. & lgths., 6 mos. dry. **CORNELIUS LBR. CO.**, St. Louis, Mo.

LOG RUN, 4/4, 8, 4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. **L. D. MURRELLE LBR. CO.**, Memphis, Tenn.

MAHOGANY

ALL THICKNESSES, HONDURAS & MEX., 12/4, 16/4", especially dried. **FREIBERG MAHOGANY CO.**, Cincinnati, Ohio.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. **ATLANTIC LBR. CO.**, Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. **BUFFALO HDWD. LBR. CO.**, Buffalo, N. Y.

NO. 2 C. & BTR., 10/4-16/4", 1½-2 yrs. dry. **BLAKESLEE, PERRIN & DARLING**, Buffalo, N. Y.

FAS, 4/4", 6" & wider, 8' & longer, yr. dry. **C. C. COLLINS LBR. CO.**, Rhinelander, Wis.

NO. 1 C. & BTR., qtd. sawn, 4/4, 5/4", reg. wdths. & lgths., 2-8 mos. dry; **NO. 3**, 4/4, 6/4, 8/4", reg. wdths. & lgths., yr. dry. **EAST JORDAN LBR. CO.**, East Jordan, Mich.

FAS, 12/4". **G. ELIAS & BRO., INC.**, Buffalo, N. Y.

QUARTER SAWED, 4/4, 5/4, 6/4, 8/4"; **END DRIED**, white, 4/4, 5/4, 6/4, 8/4"; **NO. 1 G. & B.**, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; **NO. 3 C.**, 4/4, 5/4, 6/4". **JACKSON & TINDLE, INC.**, Grand Rapids, Mich.

NO. 2 C. & BTR., 10/4, 12/4"; **NO. 1 & 2 C.**, 4/4". **MASON-DONALDSON LBR. CO.**, Rhinelander, Wis.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., dry. **R. B. MAXSON**, So. Bend, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. **YEAGER LBR. CO.**, Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., W. Va., 4/4, 6/4, 8/4". **AMERICAN COLUMN & LBR. CO.**, Columbus, O.

LOG RUN, 4/4 & 12/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

NO. 2 C., 4/4, 6/4". **MASON-DONALDSON LBR. CO.**, Rhinelander, Wis.

FAS & NO. 1, 6/4", good wdths., largely 12' long, yr. dry, Ind. stock; **FAS & NO. 1**, 10/4, 12/4", fair wdths., largely 12' long, yr. dry, Ind. stock. **JOHN I. SHAFER HDWD. CO.**, So. Bend, Ind.

LOG RUN, 12/4". **THOMPSON-KATZ LBR. CO.**, Memphis, Tenn.

OAK—PLAIN RED

NO. 1 & 2 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 6 mos. dry. **BARR-HOLADAY LBR. CO.**, Greenfield, O.

HARDWOODS FOR SALE

NO. 2 C. & BTR., 6 1/4-16 1/4", 1 1/2-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 5 1/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & SEL., 8 1/4", reg. wdths. & lgths. yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 3 1/4", NO. 2 C., 1 1/2, 5 1/8". NO. 3 C., 3 1/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4 1/4-6 1/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 1 1/4" KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., 4/4-16 1/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED RED

NO. 1 C., 1 1/4", NO. 2 C., 1 1/4" GEO. C. BROWN & CO., Memphis, Tenn.

FAS, 4/4", 10" & up; FAS, 4/4, 5/4", reg. wdths.; NO. 1 C., 5/4", reg. wdths. FRANK A. CONKLING CO., Memphis, Tenn.

NO. 2 C. & BTR., 5 1/8", 3" & up, 4' and up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 1 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

OAK—PLAIN WHITE

FAS, 1 1/4" NO. 1 C. & SEL., 5 1/4-8 1/4" SD. WORMY, 1 1/4-8 1/4" AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 6 1/4-16 1/4", 1 1/2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & SEL., 6 1/4", reg. wdth. & lgths., yr. dry; FAS, 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C., 1 1/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-8 1/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

TIMBERS, ALL SIZES, sound & square edge. G. ELIAS & BRO., IN., Buffalo, N. Y.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4-16 1/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 2 C., 4/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 1 C. & SEL., 5/8, 3/4; NO. 2 C., 3/4" DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-8 1/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16 1/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, pl., 3/4, 1 1/4, 5/4, 6 1/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

SD. WORMY, 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C., 1 1/4" SD. WORMY, 1 1/4". HYDE LBR. CO., So. Bend, Ind.

NO. 1 C. & BTR., 4/4, 5/4". HARRY H. MAUS LBR. CO., So. Bend, Ind.

NO. 2 C. & BTR., pl., 1 1/4, 5/4, 6 1/4, 8 1/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., pl. on grade, 4/4". THOMPSON-KATZ LBR. CO., Memphis, Tenn.

POPLAR

NO. 1 C., soft yellow, 4/4, 5/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 1 C., 4/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 1 & 2 C., 4/4, 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, NO. 1, NO. 2, 16 1/4", good wdths. largely 12' long, yr. dry, Ind. stock. JOHN I. SHAFFER HDWD. CO., So. Bend, Ind.

NO. 2 C. & BTR., 5/8-16 1/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

SYCAMORE

LOG RUN, 5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8", 3" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

WALNUT

COM. & BTR., 4/4, 5/4, 6/4, 8/4", 5/8", 4" & up, 4' & up, 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

MISCELLANEOUS

BATTERY BOX STOCK

3 1/4". G. ELIAS & BRO., Buffalo, N. Y.

CEDAR—WHITE

SHINGLES, Extra *A*. CHAS. W. FISH LBR. CO., Elcho, Wis.

HEMLOCK

Merchantable SHORTS (can be milled), 4/4, 8/4", 4-8". CHAS. W. FISH LBR. CO., Elcho, Wis.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 48-98, 1/16, 6-36, 42-98, 1/8, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

CYPRESS

SHEET STOCK, 1/8", 6-36", 68-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ELM

SHEET STOCK, 1/16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 74-92, 1/16, 6-36, 56-92, 1/8, 6-36, 48-96, 3/16, 6-36, 48-86, 1/4, 6-41, 50-97. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

Striped mottled, AFRICAN & HONDURAS; PL. HONDURAS, drawer bottom stock, unusually fine stock. FREIBERG MAHOGANY CO., Cincinnati, O.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD. SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN & CURLY, Ind. white 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, red, 1 1/8, 6-36, 36-98, 75% 56 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10' long. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

PINE

SHEET STOCK, 1/8, 6-37, 62-98, 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8 & 3/16, 6-43, 36-98. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

SLICED, 1/28"; FIG. BUTTS, 1/30"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind. SLICED & ROTARY CUT, highly figured. FREIBERG MAHOGANY CO., Cincinnati, O. 1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 57)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-11) **Anderson-Tully Co.**
Manufacturers of

Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 6) 3/4 to 6" Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, OHIO

OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak
These are a few of the many species
of oak in commercial use

(*See page 11)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 11)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbers
are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, MISSISSIPPI

(*See page 7)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 7)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN
NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(*See page 8)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

W. M. Ritter Lumber Company
Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

The name "Oak," from time immemorial, has been the symbol of strength and reliability.

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE
OF CHURCH FURNITURE.

Oak combines more strength with more beauty than any other wood grown.

We have for fall shipment large stock of 10/4 and
12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4
in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 11)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 60
per cent when they are compared among
themselves, and there is no less difference
among different species when their strength
is under consideration.

(*See page 20)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been
estimated at 25,000,000,000 feet, and that is
equalled by West Virginia, while Arkansas
leads all others with 26,765,000,000.

(*See page 25)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 66)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

"The Oak Is the Most Majestic of Forest Trees."—Loudon.

A. B. C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachydy Lumber Company,
Manufacturer, Kansas City, MISSOURI

WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 26)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer



On the SAWYER

depends the getting out of lumber at least cost.

Give him a
**SOULE
STEAM-FEED**

and he will cut more lumber with the same payroll.

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WRITE FOR IT

SOULE STEAM FEED WORKS

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A CREDIT BUSINESS

Perfectly Good by
Consulting the

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Contains Names
and Ratings of

All Who Buy and Sell Lumber in Any Form
SUCCESSFUL COLLECTION DEPARTMENT TOO
Write for terms and particulars

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO NEW YORK

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M 70M 200M
4/4..No. 2 & Bet. 6/4..No. 2 & Bet. 6/4..No. 3 Com.
SEND US YOUR INQUIRIES

HARDWOODS FOR SALE

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

CROSS BANDING AND BACKING GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

THREE PLY, 1/4", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 1/4", G2S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

BIRCH

THREE PLY, 1/4"x24x48, G2S; FIVE PLY, 3/4"x36x72, G1S, 3/4"x24x72, G2S, 3/4"x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4"x24x72, G1S, 1/4"x30x72, G1S, 1/4"x24x72, G2S, 1/4"x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.
THREE PLY, 1/8", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 3/16", G1S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

GUM

FIVE PLY, red, 1/4"x36x60, 1S, 1/4"x36x72, 1S, 1/4"x36x72, 1S, 3/4"x24x72, 2S, 3/4"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.
QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4"x24x72, G1S, 1/4"x30x72, G1S, 1/4"x24x72, G2S, 1/4"x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.
TABLE TOPS, dining, 42 to 54 round rim bound, 60x48 & 60x45, rim bound, 28x48, 26x54, 20x60, 26x66, poplar core. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S, 1/4"x36x72, 1S, 3/4"x36x72, 1S, 3/4"x24x60, 2S, 3/4"x30x60, 2S, 3/4"x24x72, 2S, 3/4"x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4"x36x72, 1S, 3/4"x36x72, 1S,

3/4"x24x72, 2S, 3/4"x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/4"x36x72, 1S, 3/4"x24x72, 2S, 3/4"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, qtd., white, 42 to 54, chestnut core, 42 to 54, round plank edge, 42 to 54, round rim bound; TABLE TOPS, library, qtd., white, 26x42 & 28x48, chestnut core;

THREE PLY, pl. white, 1/4", G1S, 24-30 & 36", 60 & 72" long; THREE PLY, pl. white, 1/4", G2S, 24-30 & 36", 60 & 72" long; FIVE PLY, 3/8", G2S, pl. white, 24 & 30 wide, 72 long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

TABLE TOPS, dining, 42 to 54, round rim bound, 60x48 & 60x45, rim bound. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

YELLOW PINE

FIVE PLY, 1/4"x36x72, 1S, 3/4"x36x72, 1S, 3/4"x24x72, 2S, 3/4"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/4", G2S, 24 & 36", 60 & 72" long; THREE PLY, 3/8", G2S, 20-26 & 28" 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ATKINS

SILVER STEEL SAWS

CUT?
YOU SAID IT!

YOU CAN FIND low cost in Atkins Saws and Machine Knives. It's in their long service.

For efficient cutting in all kinds of timber they have no equal.

It's Atkins formula for the steel that makes them do the excellent work for which they are famous. This together with the acme of perfection in temper and workmanship have made them known as

THE FINEST ON EARTH

Leading saw and knife makers of the world. Specialists in the manufacture of Atkins-Coleman Feed Rollers. Write us for money-saving prices.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

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Branches Carrying Complete Stocks In The Following Cities:

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Paris, France
Sydney, N. S. W.
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YOU send holiday remembrances to your trade to express appreciation of cordial business relations.

Isn't the expressiveness of such a gift dependent upon its character, its originality, its very **difference** which stamps it as a tangible token of your real desire to please?

Could that desire be more sincerely expressed than to make your gift have the form of something of definite value and exclusive usefulness?

Wouldn't it be wise for you to send a copy of

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a strongly-bound, finely printed exposition of every commercial type of American forest growth?

Written by lumbermen for lumbermen (in the lumbermen's language) this book has, withal, been pronounced by the highest experts as totally above criticism as far as its accuracy and dependability are concerned.

Send your lists and we will check carefully to avoid duplication.

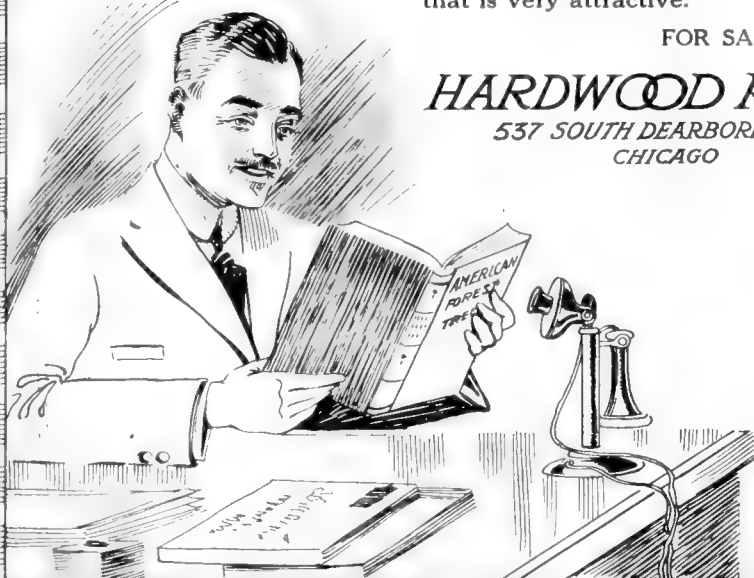
Special offer: \$5.00, postage prepaid.

On more than one we have a sliding scale of price that is very attractive.

FOR SALE BY

HARDWOOD RECORD

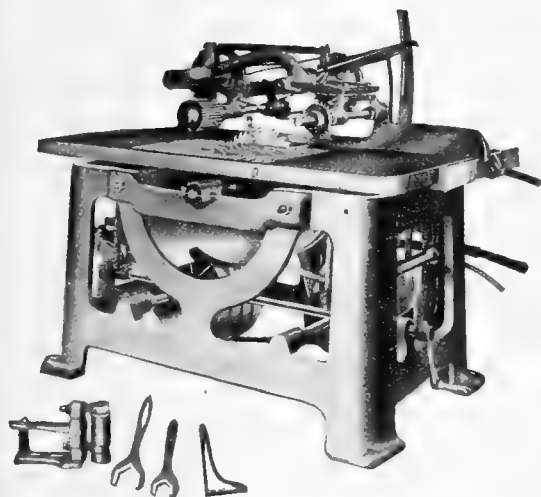
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CHICAGO



→ For Greatest Range of Uses ←
and

Easiest Handling

buy the



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA



"Get It from Koppel"

The field man will tell you that the cars and track and switches that come from KOPPEL are always as good as they can be made.

Write for Catalogue or for Estimates on Your Requirements

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The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*

We Offer for Prompt Shipment

MAPLE		BASSWOOD	
1x6" & Up No. 1 C. & B.	50,000'	Full Log Run.....	75,000'
8/4" No. 1 C. & B., 5%		4/4" No. 2 Common.....	30,000'
No. 2 Common.....	75,000'		
BEECH		SOFT ELM	
4/4" No. 2 C. & B.....	50,000'	4/4" No. 2 C. & B.....	100,000'
4/4" No. 2 Common.....	60,000'	8/4" No. 1 C. & B.....	30,000'
6/4" No. 2 C. & B.....	37,000'	10/4" No. 1 C. & B.....	14,000'
BIRCH		12/4" No. 1 C. & B.....	14,000'
4/4" Full Log Run.....	18,000'	16/4" No. 1 C. & B.....	14,000'
4/4" No. 2 Common.....	72,000'		

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East Jordan Lumber Co.
EAST JORDAN, MICHIGAN

MANUFACTURERS

NORTHERN Hardwoods and Hemlock

Inquiries Are Solicited

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

Dimension Stock

NOW ON HAND

Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

VON PLATEN-FOX CO. MANUFACTURERS OF NORTHERN WOODS

Offer the following DRY HARD MAPLE

4/4 No. 3 Com....	100M	8/4 No. 3 Com....	100M
5/4 No. 3 Com....	50M	12/4 No. 3 Com....	150M
6/4 No. 3 Com....	25M	16/4 No. 3 Com....	50M

Write for Special Requirements in
No. 3 Common Maple. We have it.

Main Office.....Iron Mountain, Mich.
Chicago Office...1329 Peoples Gas Bldg.

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
 YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago



DO NOT TOO LONG DELAY HARDWOOD PURCHASES

WHILE it is obviously desirable to restrict inventories at this season, we earnestly advise factory buyers not to cut themselves off entirely from source of supply as shipments have greatly increased and visible mill stocks are disappearing even more rapidly than restricted supplies indicated. Fortunately our stock is fairly well balanced and we are still able to offer a reasonable selection so that even to those buyers who do not contemplate immediate placement of orders, we suggest it might prove convenient during inventory season to have a copy of our UNIQUE STOCK LIST on hand. It is gotten up strictly for the convenience of the buyer and has proven very helpful in picking up emergency stock. We will be glad to mail you a copy.

Wisconsin Lumber Company
SALES OFFICE, CHICAGO, ILLINOIS

Band Mills, Deering, Missouri

Our stock carries with it our branded guarantee—each grade containing the full product of the log in the grade with not a board picked out

Manufacturers of
Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
 Huntingburg, Ind.

Stimson Veneer & Lumber Co.
 Memphis, Tenn.

J. V. Stimson Hardwood Co.
 Memphis, Tenn., and Helena, Ark.

SPECIALS

Attractively Priced for Prompt Shipment

4/4 Log Run Hackberry.....	50,000
6/4 No. 1 Com. & Btr. Hackberry.....	12,000
12/4 No. 1 Com. & Btr. Hackberry.....	13,000
6/4 Log Run Pecan.....	40,000
6/4 Log Run Hickory.....	22,000
4/4 Softwood Boxing.....	70,000
5/8 Softwood Boxing.....	50,000
5/8 Log Run Sycamore.....	70,000
5/8 Log Run Elm.....	50,000
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6/4 Log Run Elm.....	25,000
8/4 Log Run Elm.....	50,000
10/4 Log Run Elm.....	40,000
12/4 Log Run Elm.....	30,000
5/8 Log Run Sap Gum.....	180,000
10/4 No. 1 Com. & Btr. Ash.....	70,000
12/4 No. 1 Com. & Btr. Ash.....	60,000

This lumber is all dry, band sawed, edged and trimmed and can be shipped promptly

We specialize in

KRAETZER CURED GUM
5 8 LUMBER

Write for Complete List with Prices.

North Vernon Lumber Mills
 NORTH VERNON, INDIANA

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

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Marianna, Arkansas

a Band Mills
 100,000 feet Daily Capacity



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Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, DECEMBER 25, 1921

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Vol. LII, No. 5



1921~1922

The Season's Greetings

Pickrel Walnut Company
St. Louis, Missouri

ESTABLISHED 1798

INCORPORATED 1920

HARDWOODS and PINE

UNDER SHEDS

HIGH GRADES

PROMPT SHIPMENTS

J. Gibson McIlvain Company

Philadelphia

Quality—GOLDEN RULE—Service

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

MARINETTE

WISCONSIN

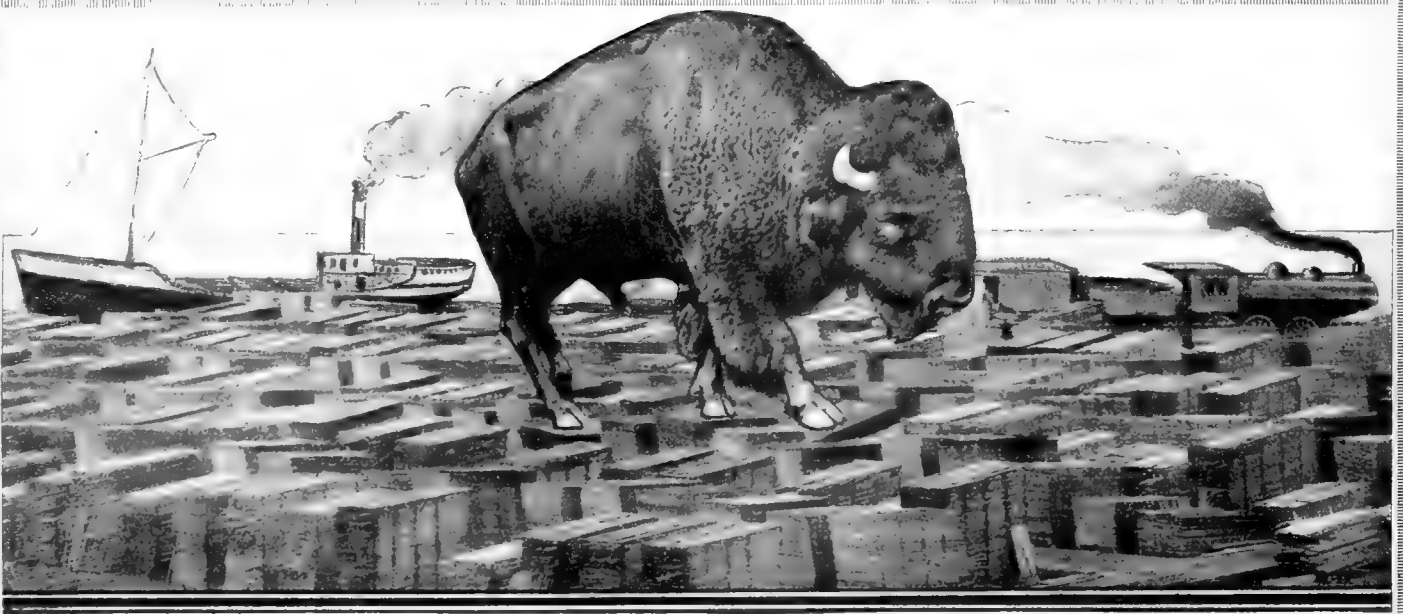
Gateway for the Best Forest Products
of Wisconsin and Upper Michigan

BIRCH ELM

BASSWOOD

HARD MAPLE

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



Buy Hardwoods from Buffalo

Dealers in this important lumber center have unsurpassed facilities for filling your hardwood requirements, large or small. Shipments can move quickly by Rail, Lake or Barge Canal. Hardwood stocks are complete in all varieties and thicknesses—quantities are unlimited.

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881
965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qld. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

Shafer-McLaughlin & Hillier, Inc.

Western Office, Mill and Yard, PORTLAND, OREGON
Sales Office, SOUTH BEND, INDIANA

Fir, Spruce, Hemlock, Cedar, White Pine

The E & W Lumber Company

NORTHERN and SOUTHERN
HARDWOODS

MILL: EDWARDSBURG, MICHIGAN

H. A. HOOVER

Manufacturer and Wholesaler

Northern and Southern Hardwoods

THICK STOCK A SPECIALTY

The Powell-Myers Lumber Co.

MANUFACTURERS

Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension

RAY B. MAXSON

Manufacturers' Agent

EVERYTHING in HARDWOODS

PLANK AND DIMENSION

The Hyde Lumber Co.

SOUTHERN HARDWOODS

Oak, Gum, Cottonwood, Elm, Ash, Tupelo

The Woodruff-Powell Lumber Co.

SPECIALIZING IN

POPLAR and WALNUT

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of
HARDWOOD LUMBER

MILLS AND YARDS IN TENNESSEE

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

Concentrating Yards:

Cairo, Illinois, and Troy, Tennessee

HEAVY OAK IS OUR SPECIALTY

Hollister—French Lumber Co.

CYPRESS AND
HARDWOODS

DONN PIATT

HARDWOOD CRATING

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND

SOUTH BEND, INDIANA

HARDWOODS AND YELLOW PINE

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods

BAND MILL, LAPORTE, INDIANA

The Coming Hardwood Lumber City



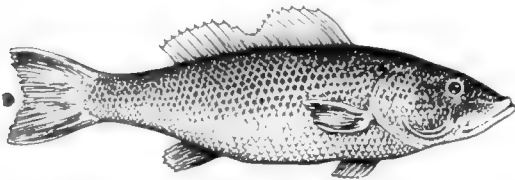
Anything in northern hardwoods, pine and hemlock. Look over the following specials.

4/4 No. 1 C&B Birch.....	6 cars
6/4 No. 1 C&B Birch.....	3 cars
8/4 Selects and Bet. Birch.....	2 cars
10/4 No. 1 C&B Birch.....	2 cars
12/4 No. 1 C&B Birch.....	2 cars
5/4 No. 3 Com. White Pine.....	5 cars
5/4 No. 2 Com. White Pine.....	3 cars
5/4 No. 1 Com. White Pine.....	2 cars
6/4 No. 2 Com. White Pine.....	2 cars
6/4 No. 1 Com. White Pine.....	2 cars

Pine runs to exceptionally good widths and lengths and is thoroughly dry. Can be milled.

OUR thoroughly assorted stock of birch 4, 4" and up is likely to prove a Godsend to many buyers after inventory season. It is thoroughly seasoned and well assorted for widths and lengths. As one means of eliminating lumber worries for 1922, get in touch with our organization. A 100,000,000 feet annual capacity, complete planing mill facilities and unusual arrangements for cutting special stock in hardwood and hemlock make a strong combination for any buyer.

buy from fish



BRANCH OFFICES

Chicago

Rockford

Grand Rapids

CHARLES W. FISH LUMBER CO., ELCHO, WIS.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

WHITE ASH

(10-16 Feet Long)	
4 1/4" Sel. & Btr. 10-12" up	15,000'
4 1/4" Sel. & Btr. 12" up	14,500'
5 1/4" Sel. & Btr. 12" up	8,000'
6 1/4" Sel. & Btr. 10-12" up	7,500'
6 1/4" Sel. & Btr. 12" up	8,500'
8 1/4" Sel. & Btr. 10-12" up	35,000'
8 1/4" Sel. & Btr. 12" up	15,500'
4 1/4" Sel. & Btr. 6-9" up	85,000'
5 1/4" Sel. & Btr. 6-9" up	8,300'
(8-10 Feet Long)	
4 1/4" Sel. & Btr. 6" up	15,000'
5 1/4" Sel. & Btr. 6-9" up	8,000'
(8-16 Feet Long)	
6 1/4" Sel. & Btr. 6-9" up	12,500'
8 1/4" Sel. & Btr. 6-9" up	100,000'
10 1/4" Sel. & Btr. 6" up	35,000'

10 1/4" Sel. & Btr. 6" up	75,000'
11 1/4" Sel. & Btr. 6" up	4,000'
11 1/4" Sel. & Btr. 6-7" up	14,500'
1 1/4" Strips. 2 1/2-5 1/2" up	8,000'
8 1/4" Strips. 2 1/2-5 1/2" up	8,700'
(Regular Widths and Lengths)	
4 1/4" No. 1 Common	78,000'
5 1/4" No. 1 Common	15,500'
6 1/4" No. 1 Common	32,600'
8 1/4" No. 1 Common	90,000'
10 1/4" No. 1 Common	10,000'
1 1/4" No. 1 Com. 6" up	16,000'
4 1/4" No. 2 Common	35,000'
5 1/4" No. 2 Common	200,000'
6 1/4" No. 2 Common	35,000'
8 1/4" No. 2 Common	35,000'
10 1/4" No. 2 Common	15,700'
4 1/4" Sound Wormy	7,500'
5 1/4" Sound Wormy	3,000'

Delivered Prices Gladly Quoted Upon Request

Dudley Lumber Company

SOFT ELM	
8 1/4" Log Run	1 car
SOFT MAPLE	
4 1/4" Log Run	1 car
QUARTERED RED GUM	
5 1/4" FAS.	3 cars
5 1/4" No. 1 Common	1 car
6 1/4" No. 1 Common	2 cars
12 1/4" No. 1 Common	1 car
PLAIN RED GUM	
4 1/4" No. 1 Common	2 cars
QUARTERED SAP GUM	
5 1/4" FAS.	2 cars
8 1/4" FAS.	1 car
7 1/4" No. 1 Common	1 car
12 1/4" No. 1 Common	1/2 car

PLAIN SAP GUM	
6 1/4" FAS.	1 car
6 1/4" No. 1 Common	2 cars
4 1/4" No. 2 Common	5 cars
1 1/4" Panel. 18" & wider	2 cars
1 1/4" Box Bds. 8-12"	3 cars
4 1/4" Box Bds. 13-17"	3 cars
PLAIN RED OAK	
5 1/4" No. 1 C. 9" & wdr	10 cars
1 1/4" FAS.	2 cars
PLAIN WHITE OAK	
1 1/4" FAS.	2 cars
6 1/4" FAS.	1 car
QUARTERED WHITE OAK	
5 1/4" No. 1 Common	2 cars
8 1/4" No. 1 Common	1 car

D. S. WATROUS

444-446 RANDOLPH BUILDING

COTTONWOOD	
4 1/4" Log Run	100,000'
CYPRESS	
4 1/4" No. 1 Shop	15,000'
6 1/4" No. 1 Shop	15,000'
ELM	
4 1/4" Log Run	12,000'
8 1/4" Log Run	46,500'
10 1/4" Log Run	23,000'
SAP GUM	
4 1/4" 1s & 2s	30,000'
4 1/4" No. 1 Common	100,000'
4 1/4" No. 2 Common	75,000'
5 1/4" No. 1 Com. & Btr.	100,000'
SOFT MAPLE	
4 1/4" Log Run	20,000'
12 1/4" Log Run	70,000'

QUARTERED WHITE OAK	
4 1/4" Log Run	50,000'
PLAIN WHITE OAK	
1 1/4" No. 1 & No. 2 Com.	50,000'
PLAIN RED OAK	
4 1/4" No. 1 & No. 2 Com.	50,000'
TUPELO	
4 1/4" Log Run	40,000'
ASH	
8 1/4" No. 1 Com. & Btr.	4,000'
10 1/4" No. 1 Com. & Btr.	20,000'
SAP GUM	
5 1/4" Log Run	100,000'
RED AND WHITE OAK	
4 1/4" 1s & 2s	15,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

QUARTERED RED GUM	
4 1/4" FAS. 12 mo.	16,000'
4 1/4" No. 1 Com. 12 mo.	45,000'
5 1/4" No. 1 Com. 12 mo.	51,000'
6 1/4" No. 1 Com. 12 mo.	13,000'
8 1/4" No. 1 Com. 14 mo.	15,000'
QUARTERED RED GUM	
(Sap No Defect)	
4 1/4" FAS. 10 mo.	16,000'
6 1/4" No. 1 Com. 12 mo.	60,000'
8 1/4" FAS. 12 mo.	38,000'
8 1/4" No. 1 Com. 12 mo.	61,000'
10 1/4" FAS. 2 mo.	18,000'
10 1/4" No. 1 Com. 2 mo.	39,000'
12 1/4" FAS. 14 mo.	5,000'
12 1/4" No. 1 Com. 14 mo.	10,000'

SAP GUM	
4 1/4" FAS. 13" up, 10 mo.	29,000'
4 1/4" BB. 9-12", 12 mo.	38,000'
1 1/4" BB. 13-17", 12 mo.	41,000'
1 1/4" Panel & Wide No. 1.	
18" & up, 12 mo.	38,000'
5 1/4" FAS. 10 mo.	39,000'
5 1/4" No. 1 Com. 10 mo.	18,000'
6 1/4" No. 1 Com. 12 mo.	22,000'
ELM	
4 1/4" Com. & Btr. 14 mo.	32,000'
6 1/4" Com. & Btr. 12 mo.	38,000'
10 1/4" C. & Btr. 12 mo.	36,000'
12 1/4" C. & Btr. 12 mo.	61,000'
QUARTERED BLACK GUM	
1 1/4" Com. & Btr. 12 mo.	38,000'

The Mossman Lbr. Co., Inc.

QUARTERED RED GUM	
4 1/4" Com. & Btr.	10,000'
5 1/4" Com. & Btr.	50,000'
6 1/4" Com. & Btr.	30,000'
8 1/4" Com. & Btr.	30,000'

PLAIN SAP GUM	
4 1/4" No. 2 Common	100,000'
4 1/4" No. 3 Common	30,000'
5 1/4" 1s & 2s	100,600'
5 1/4" No. 1 Common	100,000'
5 1/4" No. 2 Common	15,000'
5 1/4" No. 3 Common	75,000'
6 1/4" Com. & Btr.	30,000'
6 1/4" Nos. 2 & 3 Com.	100,000'
8 1/4" No. 3 Common	12,000'

PLAIN RED GUM	
4 1/4" No. 2 Common	100,000'
5 1/4" No. 1 Common	100,000'

6 1/4" No. 2 Common	100,000'
QUARTERED RED GUM	
5 1/4" No. 1 Common	45,000'
6 1/4" Com. & Btr.	100,000'
8 1/4" Com. & Btr.	15,000'

PLAIN WHITE OAK	
4 1/4" 1s & 2s	50,000'
4 1/4" No. 1 Common	100,000'
4 1/4" No. 2 Common	75,000'
3 1/4" Com. & Btr.	30,000'

QUARTERED WHITE OAK	
4 1/4" 1s & 2s, 6-9"	30,000'
4 1/4" 1s & 2s, 10" & up.	30,000'
4 1/4" No. 1 Common	100,000'
4 1/4" No. 2 Common	50,000'
4 1/4" Common & Btr. Strips	
2" to 5 1/2"	20,000'

Geo. C. Brown & Co.

Quality and Service

Will count in all future transactions in your business and ours. We have Quality Hardwoods and are prepared to serve you.

SEND US YOUR INQUIRIES

Baker-Matthews Lumber Co.

HARDWOOD MANUFACTURERS

We offer the following bone dry, band sawn lumber, f. o. b. Transylvania, La. for immediate shipment

PLAIN WHITE OAK	
5 1/4" 1s & 2s	50,000'
PLAIN RED OAK	
4 1/4" No. 1 Common	30,000'
4 1/4" No. 2 Common	15,000'
4 1/4" 1s & 2s	30,000'
4 1/4" No. 1 Common	200,000'
1 1/4" No. 2 Common	50,000'
PLAIN MIXED OAK	
5 1/4" Sound Wormy	20,000'
5 1/4" No. 3 Common	50,000'
4 1/4" Sound Wormy	20,000'
4 1/4" No. 3 Common	50,000'
4 1/4" Sound Wormy	100,000'
4 1/4" No. 3 Common	100,000'
MIXED OAK BRIDGE PLANK	
5 1/4" Swt. 3" Thick	50,000'
QUARTERED RED GUM	
8 1/4" No. 1 Com. & Btr.	60,000'
PLAIN RED GUM	
5 1/4" No. 1 C&B. 13" up	75,000'
5 1/4" No. 1 C&B. 6-12"	75,000'
8 1/4" No. 1 C&B.	50,000'
4 1/4" No. 1 Common	50,000'
4 1/4" & 5 1/4" No. 2 Com.	75,000'
5 1/4" No. 1 C&B.	150,000'
QUARTERED SAP GUM	
5 1/4" No. 1 C&B.	75,000'
5 1/4" No. 1 C&B.	30,000'
8 1/4" No. 1 C&B.	25,000'
PLAIN RED GUM	
1 1/2" No. 1 C&B.	23,000'
5 1/4" FAS.	10,000'
1 1/4" No. 1 Common	30,000'
1 1/4" No. 2 Common	50,000'
5 1/4" No. 2 Common	48,000'
QUARTERED RED GUM	
4 1/4" FAS.	12,000'
4 1/4" No. 1 Common	30,000'
4 1/4" No. 2 Common	10,000'
PLAIN RED OAK	
5 1/4" No. 1 Common	60,000'
5 1/4" No. 1 Common	50,000'
4 1/4" FAS.	18,000'
4 1/4" No. 1 & 2 Common	30,000'
5 1/4" No. 1 Common	75,000'
5 1/4" No. 2 Common	25,000'
8 1/4" No. 1 C&B.	50,000'
QUARTERED RED OAK	
4 1/4" FAS.	50,000'
4 1/4" No. 1 & 2 Common	100,000'
ELM	
6 1/4" No. 2 C&B.	150,000'
10 1/4" No. 2 C&B.	100,000'
PECAN	
4-4-6-4-8-4" No. 2 C&B	250,000'

Mark H. Brown Lumber Co.

PLAIN SAP GUM	
5 1/4" No. 1 C&B. 13" up	75,000'
5 1/4" No. 1 C&B. 6-12"	75,000'
8 1/4" No. 1 C&B.	50,000'
4 1/4" No. 1 Common	50,000'
4 1/4" & 5 1/4" No. 2 Com.	75,000'
5 1/4" No. 1 C&B.	150,000'
QUARTERED SAP GUM	
5 1/4" No. 1 C&B.	75,000'
5 1/4" No. 1 C&B.	30,000'
8 1/4" No. 1 C&B.	25,000'

PLAIN RED GUM	
1 1/2" No. 1 C&B.	23,000'
5 1/4" FAS.	10,000'
1 1/4" No. 1 Common	30,000'
1 1/4" No. 2 Common	50,000'
5 1/4" No. 2 Common	48,000'

QUARTERED RED GUM	
4 1/4" FAS.	12,000'
4 1/4" No. 1 Common	30,000'
4 1/4" No. 2 Common	10,000'
PLAIN RED OAK	
5 1/4" No. 1 Common	60,000'
5 1/4" No. 1 Common	50,000'
4 1/4" FAS.	18,000'
4 1/4" No. 1 & 2 Common	30,000'
5 1/4" No. 1 Common	75,000'
5 1/4" No. 2 Common	25,000'
8 1/4" No. 1 C&B.	50,000'
QUARTERED RED OAK	
4 1/4" FAS.	50,000'
4 1/4" No. 1 & 2 Common	100,000'
ELM	
6 1/4" No. 2 C&B.	150,000'
10 1/4" No. 2 C&B.	100,000'
PECAN	
4-4-6-4-8-4" No. 2 C&B	250,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

HARDWOODS

MEMPHIS

ASH		PLAIN RED OAK	
5/4" No. 1 Com. & Btr.	25,000'	3/4" FAS	2,000'
5/4" No. 1 & 2 Common	25,000'	3/4" No. 1 & 2 Common	70,000'
5/4" No. 3 Common	10,000'	4/1" No. 1 & 2 Common	25,000'
QUARTERED WHITE OAK		5/4" No. 1 & 2 Common	25,000'
4/4" FAS	6,000'	QUARTERED RED GUM	
4/4" No. 1 & 2 Common	15,000'	4/1" FAS	7,000'
5/4" FAS	15,000'	4/1" No. 1 Common	25,000'
5/4" No. 1 & 2 Common	20,000'	5/4" FAS	8,000'
6/4" No. 1 & 2 Common	15,000'	5/4" No. 1 Common	15,000'
3/1" FAS	5,000'	QTD. RED GUM, S. N. D.	
8/4" No. 1 Common	3,000'	4/4" FAS	20,000'
PLAIN WHITE OAK		4/4" No. 1 Common	27,000'
4/4" No. 1 & 2 Common	20,000'	8/4" No. 1 & Btr.	75,000'
4/4" Sound Wormy	25,000'	10/4" No. 1 & Btr.	50,000'
5/4" FAS	3,000'	12/4" No. 1 & Btr.	20,000'
5/4" No. 2 & 3 Common	12,000'	Miscellaneous	
QUARTERED RED OAK		QUARTERED BLACK GUM	
5/4" FAS	7,000'	4/4" No. 2 Com. & Btr.	25,000'

RUSH LUMBER CO.

QUARTERED WHITE OAK		10/4" Log Run	85,000'
4/4" FAS	28,000'	12/4" Log Run	108,000'
4/4" No. 1 Common	48,000'	10/4" Log Run	84,000'
4/4" No. 2 Common	45,000'	5/4" Log Run	10,000'
5/4" FAS	14,000'	4/4" Log Run	24,000'
5/4" No. 1 Common	20,000'	MAPLE	
6/4" FAS	11,000'	10/4" Log Run	65,000'
6/4" No. 1 Common	16,000'	8/4" Log Run	39,000'
8/4" FAS	4,000'	4/4" Log Run	20,000'
8/4" No. 1 Common	24,000'	ASH	
QUARTERED RED OAK		16/4" Com. & Btr.	30,000'
4/4" FAS	16,000'	12/4" Com. & Btr.	92,000'
4/4" No. 1 Common	38,000'	10/4" Com. & Btr.	80,000'
PLAIN RED OAK		8/4" Com. & Btr.	73,000'
3/4" FAS	35,000'	8/4" No. 2 Common	14,000'
4/4" Com. & Btr.	48,000'	6/4" Com. & Btr.	25,000'
4/4" Sound Wormy	35,000'	6/4" No. 2 Common	15,000'
5/4" Com. & Btr.	44,000'	5/4" No. 1 & No. 2 Com.	33,000'
8/4" No. 1 Common	11,000'	4/4" No. 1 Common	38,000'
SYCAMORE		4/4" No. 2 Common	45,000'
4/4" Log Run	35,000'	4/4" No. 3 Common	17,000'
6/4" Log Run	20,000'		

Memphis Band Mill Co.

Partial List Dry Stock

PLAIN SAP GUM		PLAIN RED GUM	
6/1" FAS	2 cars	6/1" No. 1 Common	1 car
QUARTERED SAP GUM		6/4" No. 1 Com. & Btr.	1 car
1/4" FAS	2 cars	ELM	
1/4" FAS	5 cars	10/1" Log Run	1 car
4/4" No. 1 Common	4 cars	10/4" Log Run	1 car
PLAIN BLACK GUM		MAPLE	
6/1" No. 1 Com. & Btr.	1 car	5/4" FAS	1 car
QUARTERED RED GUM		6/4" FAS	2 cars
8/4" No. 1 Com. & Btr.	5 cars	8/4" FAS	2 cars
6/4" No. 1 Com. & Btr.	1 car	PLAIN RED GUM, S. N. D.	
		10/1" FAS	1 car

Stillions-Mingea Lumber Co.

Mill: Rome, Miss. Sales Office: Memphis, Tenn.

COTTONWOOD (6 Mos. Dry)		HICKORY (2 Mos. Dry)	
4/4" Box Boards, 13-17"	2 cars	8/4" Log Run	2 cars
4/4" Box Boards, 9-12"	3 cars	PLAIN RED OAK (10 Mos. Dry)	
4/4" FAS, 13" & up	5 cars	4/4" No. 1 Com. & Btr.	10 cars
4/4" FAS, 6-12"	10 cars	5/4" No. 1 Com. & Btr.	13 cars
4/4" No. 1 Common	10 cars	PLAIN WH. OAK (10 Mos. Dry)	
4/4" No. 2 Common	2 cars	5/4" No. 1 Common	1 car
5/4" No. 1 Common	10 cars	QTD. RED OAK (10 Mos. Dry)	
5/4" No. 2 Common	2 cars	4/4" No. 1 Com. & Btr.	2 cars
CYPRESS (6 Mos. Dry)		QTD. WHITE OAK (10 Mos. Dry)	
4/4" Select & Better	3 cars	4/4" No. 1 Common	3 cars
4/4" No. 1 Shop	5 cars	MAPLE (10 Mos. Dry)	
4/4" No. 1 Common	5 cars	10/4" Log Run	1 car
5/4" Shop	5 cars	SYCAMORE (10 Mos. Dry)	
5/4" Select & Better	2 cars	10/4" Log Run	2 cars
5/4" No. 1 Common	4 cars	ELM (10 Mos. Dry)	
PLAIN RED GUM (10 Mos. Dry)		6/4" Log Run	6 cars
4/4" No. 1 Com. & Btr.	5 cars	8/4" Log Run	8 cars
4/4" No. 1 Com. & Btr.	2 cars	10/4" Log Run	8 cars
6/4" No. 1 Com. & Btr.	2 cars	PLAIN SAP GUM (10 Mos. Dry)	
ASH (10 Mos. Dry)		5/4" No. 1 Com. & Btr.	10 cars
Regular Widths		6/4" No. 1 Com. & Btr.	5 cars
10/4" Log Run	1 car	4/4" No. 1 Common	10 cars

Johnson Bros. Hwd. Co.

Regular Widths and Lengths, Dry

COTTONWOOD		8/4" No. 1 Com., 6 mo.	1 car
4/4" Com. & Btr., 6 mo.	1 car	6/4" Com. & Btr., 4 mo.	1 car
RED GUM		SOFT MAPLE	
5/8" Com. & Btr., 6 mo.	1 car	6/4" Log Run, 6 mo.	1 car
4/4" 1s & 2s, 6 mo.	1 car	RED OAK	
4/4" No. 1 Com., 6 mo.	5 cars	4/4" 1s & 2s, 6 mo.	4 cars
SAP GUM		4/4" No. 1 Com., 6 mo.	5 cars
4/8" 1s & 2s, 4 mo.	4 cars	3/4" Com. & Btr., 4 mo.	1 car
5/8" No. 1 Com., 4 mo.	2 cars	WHITE OAK	
4/4" 1s & 2s, 4 mo.	1 car	4/4" 1s & 2s, 6 mo.	2 cars
6/4" No. 1 Com., 4 mo.	2 cars	6/4" No. 1 Com., 6 mo.	5 cars
QTD. RED GUM		QTD. WHITE OAK	
8/4" 1s & 2s, 6 mo.	1 car	4/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

QUARTERED WHITE OAK		QUARTERED RED OAK	
1/2" FAS	10,000'	4/4" FAS	23,000'
3/4" FAS	10,000'	4/4" No. 1 Common	147,000'
4/4" FAS	27,000'	ASH	
5/4" FAS	4,000'	4/4" Log Run	23,000'
6/4" FAS	3,000'	8/4" Log Run	10,000'
1/2" No. 1 Common	17,000'	10/4" Log Run	43,000'
3/4" No. 1 Common	19,000'	12/4" Log Run	13,000'
4/4" No. 1 Common	393,000'	16/4" Log Run	17,000'
5/4" No. 1 Common	13,000'	QTD. RED GUM, SND	
6/4" No. 1 Common	13,000'	5/4" FAS	7,000'
8/4" No. 1 Common	20,000'	6/4" FAS	18,000'
2 1/2-3 1/2" Clr. Stps., SND	31,000'	8/4" FAS	35,000'
4-4 1/2" Clr. Stps., SND	5,000'	5/4" No. 1 Common	39,000'
		6/4" No. 1 Common	46,000'
		8/4" No. 1 Common	60,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

QUARTERED WHITE OAK		4/4" Box Bds., 13-17"	1 car
5/8" No. 1 Com. & Btr.	2 cars	4/4" No. 2 Com. & Btr.	5 cars
4/4" No. 1 & No. 2 Com.	5 cars	5/4" 1s & 2s	2 cars
5/1" No. 1 Com. & Btr.	2 cars	6/4" No. 2 Com. & Btr.	5 cars
6/4" No. 1 Com. & Btr.	1 car	QTD. RED GUM, SND	
PLAIN WHITE OAK		5/4" No. 1 Com. & Btr.	4 cars
4/4" 1s & 2s	1 car	6/4" No. 1 Com. & Btr.	3 cars
4/4" No. 1 & No. 2 Com.	2 cars	8/1" No. 1 Com. & Btr.	5 cars
6/4" No. 1 Com. & Btr.	1 car	PLAIN RED GUM	
PLAIN RED OAK		4/4" No. 1 Com. & Btr.	3 cars
3/4" No. 1 & No. 2 Com.	5 cars	6/4" No. 1 Common	2 cars
4/4" 1s & 2s	1 car	QUARTERED RED GUM	
4/4" No. 1 & No. 2 Com.	3 cars	4/4" No. 1 Com. & Btr.	1 car
5/4" No. 1 Com. & Btr.	5 cars	5/4" No. 1 Com. & Btr.	2 cars
MIXED OAK		5/4" No. 1 Com. & Btr.	2 cars
3/4" Sound Wormy	1 car	QUARTERED BLACK GUM	
4/4" Sound Wormy	3 cars	8/4" No. 1 Com. & Btr.	3 cars
PLAIN SAP GUM		ASH	
5/8" 1s & 2s	1 car	3/4" No. 1 Com. & Btr.	3 cars
5/8" No. 1 & No. 2 Com.	6 cars	8/4" No. 1 Com. & Btr.	2 cars
7/4" No. 1 & No. 2 Com.	5 cars	CYPRESS	
4/4" Box Bds., 9-12"	1 car	8/4" No. 1 & 2 Com.	100,000'

Brown & Hackney, Inc.

YELLOW CYPRESS		PLAIN SAP GUM	
6/4" FAS	1 car	5/4" Log Run	1 car
4/4" FAS, SND	1 car	6/4" Log Run	2 cars
6/4" Selects	2 cars	8/4" Log Run	2 cars
4/4" Selects	1 car	10/4" Log Run	1 car
4/4" Shop	3 cars	12/4" Log Run	1 car
6/4" Shop	3 cars	MAPLE	
4/4" No. 1 C. Rand. Wd.	4 cars	4/4" Log Run	1 car
6/4" No. 1 C. Rand. Wd.	2 cars	5/4" Log Run	1 car
8/4" No. 1 C. Rand. Wd.	1 car	6/4" Log Run	1 car
1x6" No. 1 Common	1 car	8/4" Log Run	2 cars
1x8" No. 1 Common	2 cars	10/4" Log Run	1 car
1x10" No. 1 Common	2 cars	4/4" No. 1 Common	2 cars
1x12" No. 1 Common	1 car	4/4" FAS	1 car
PLAIN RED GUM		PLAIN WHITE OAK	
4/4" No. 1 Com. & Btr.	1 car	4/4" No. 1 Com. & Btr.	3 cars
60% FAS	1 car	PLAIN RED OAK	
POPLAR		4/4" No. 1 Com. & Btr.	2 cars
4/4" No. 1 Com. & Btr.	3 cars	ASH	
QUARTERED SAP GUM		1 1/4" Log Run	1 car
8/4" No. 1 Com. & Btr.	2 cars		

Erskine Williams Lbr. Co.

MEMPHIS

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

QUALITY

GOLDEN RULE

SERVICE

Southern Hardwood Manufacturers
70,000,000 feet a year

The Anderson-Tully Co.

QUARTERED WHITE OAK	1 1/2" FAS	65,800'
1 1/2" FAS	4 1/4" FAS	99,919'
5 1/8" FAS	5 1/4" FAS	47,000'
4 1/4" FAS	1 1/2" No. 1 Common	91,100'
5 1/4" FAS	5 1/8" No. 1 Common	195,000'
4 1/4" Clear Strips	3 1/4" No. 1 Common	169,282'
1 1/2" No. 1 Common	4 1/4" No. 1 Common	310,171'
5 1/8" No. 1 Common	5 1/4" FAS	7,000'
4 1/4" No. 1 Common	4 1/4" Com. & Btr.	30,500'
8 1/4" No. 1 Common	4 1/4" No. 1 Common	24,208'
4 1/4" Common Strips	5 1/8" FAS	89,281'
PLAIN WHITE OAK	4 1/4" FAS	98,611'
1 1/2" FAS	4 1/4" FAS	293,759'
5 1/8" FAS	5 1/4" FAS	142,600'
4 1/4" No. 1 Common	4 1/4" No. 1 Common	105,573'
5 1/4" No. 1 Common	5 1/4" No. 1 Common	121,000'
PLAIN RED OAK	ELM	
1 1/2" FAS	12 1/4" Log Run	78,400'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

ASH	5 1/4" & 6 1/4" No. 2 Com.	1 car
COTTONWOOD	4 1/4" FAS	2 cars
CYPRESS	4 1/4" No. 1 Common	1 car
FLM	4 1/4" No. 1 Common	1 car
1 1/2" No. 1 Common	4 1/4" No. 1 Common	2 cars
6 1/4" No. 1 & 2 Com.	4 1/4" No. 1 & 2 Com.	1 car
8 1/4" No. 1 & 2 Com.	12 1/4" No. 1 & 2 Com.	1 car
10 1/4" No. 1 & 2 Com.	12 1/4" No. 1 & 2 Com.	1 car
12 1/4" No. 1 & 2 Com.	12 1/4" No. 1 & 2 Com.	1 car
1 1/2" Bx B	1 1/2" Bx B	2 cars
1 1/2" Bx B	1 1/2" Bx B	1 car
1 1/2" No. 1 Common	1 1/2" No. 1 Common	1 car
1 1/2" No. 1 Common	1 1/2" No. 1 Common	1 car
1 1/2" No. 1 Common	1 1/2" No. 1 Common	1 car
1 1/2" No. 1 Common	1 1/2" No. 1 Common	1 car
PLAIN RED OAK	4 1/4" FAS	1 car
4 1/4" No. 1 Common	4 1/4" No. 1 Common	1 car
5 1/4" No. 1 Common	5 1/4" No. 1 Common	1 car
6 1/4" No. 1 Common	6 1/4" No. 1 Common	1 car
8 1/4" No. 1 Common	8 1/4" No. 1 Common	1 car

PLAIN WHITE OAK	5 1/8" FAS	1 car
1 1/2" FAS	1 1/2" FAS	1 car
4 1/4" No. 1 Common	4 1/4" No. 1 Common	1 car
5 1/4" No. 1 Common	5 1/4" No. 1 Common	1 car
QUARTERED WHITE OAK	5 1/8" FAS	1 car
1 1/2" FAS	1 1/2" FAS	1 car
4 1/4" No. 1 Common	4 1/4" No. 1 Common	1 car
5 1/4" No. 1 Common	5 1/4" No. 1 Common	1 car
6 1/4" No. 1 Common	6 1/4" No. 1 Common	1 car
8 1/4" No. 1 Common	8 1/4" No. 1 Common	1 car
POPLAR	4 1/4" FAS	1 car
4 1/4" No. 2 Common	4 1/4" No. 2 Common	1 car
SYCAMORE	5 1/4" Log Run	1 car

Dickson & Lambert Lumber Co.

QUARTERED RED OAK	4 1/4" No. 1 Common	5 cars
5 1/4" No. 1 Common	5 1/4" No. 1 Common	5 cars
6 1/4" No. 1 Common	6 1/4" No. 1 Common	5 cars
8 1/4" No. 1 Common	8 1/4" No. 1 Common	5 cars
10 1/4" No. 1 Common	10 1/4" No. 1 Common	5 cars
12 1/4" No. 1 Common	12 1/4" No. 1 Common	5 cars
PLAIN WHITE OAK	5 1/8" FAS	1 car
1 1/2" FAS	1 1/2" FAS	1 car
4 1/4" No. 1 Common	4 1/4" No. 1 Common	1 car
5 1/4" No. 1 Common	5 1/4" No. 1 Common	1 car
6 1/4" No. 1 Common	6 1/4" No. 1 Common	1 car
8 1/4" No. 1 Common	8 1/4" No. 1 Common	1 car
10 1/4" No. 1 Common	10 1/4" No. 1 Common	1 car
12 1/4" No. 1 Common	12 1/4" No. 1 Common	1 car
PLAIN SAP GUM	4 1/4" No. 1 Common	2 cars
5 1/4" No. 1 Common	5 1/4" No. 1 Common	2 cars
6 1/4" No. 1 Common	6 1/4" No. 1 Common	2 cars
8 1/4" No. 1 Common	8 1/4" No. 1 Common	2 cars
10 1/4" No. 1 Common	10 1/4" No. 1 Common	2 cars
12 1/4" No. 1 Common	12 1/4" No. 1 Common	2 cars
QUARTERED RED GUM	8 1/4" No. 1 Common	1 car
10 1/4" No. 1 Common	10 1/4" No. 1 Common	1 car
12 1/4" No. 1 Common	12 1/4" No. 1 Common	1 car
PLAIN RED GUM	8 1/4" No. 1 Common	1 car
10 1/4" No. 1 Common	10 1/4" No. 1 Common	1 car
12 1/4" No. 1 Common	12 1/4" No. 1 Common	1 car
PLAIN OAK	4 1/4" FAS	1 car
5 1/4" FAS	5 1/4" FAS	1 car
6 1/4" FAS	6 1/4" FAS	1 car
8 1/4" FAS	8 1/4" FAS	1 car
10 1/4" FAS	10 1/4" FAS	1 car
12 1/4" FAS	12 1/4" FAS	1 car

The Frank A. Conkling Co.

CYPRESS	5 1/4" No. 1 Common	5 cars
4 1/4" No. 2 Common	4 1/4" No. 2 Common	10 cars
5 1/4" No. 2 Common	5 1/4" No. 2 Common	10 cars
QUARTERED RED GUM	8 1/4" Com. & Btr.	2 cars
6 1/4" Com. & Btr.	6 1/4" Com. & Btr.	2 cars
5 1/4" No. 1 Common	5 1/4" No. 1 Common	1 car
PLAIN RED GUM	4 1/4" FAS	1 car
5 1/4" FAS	5 1/4" FAS	1 car
PLAIN OAK	4 1/4" FAS	1 car
5 1/4" FAS	5 1/4" FAS	1 car
6 1/4" FAS	6 1/4" FAS	1 car
8 1/4" FAS	8 1/4" FAS	1 car
10 1/4" FAS	10 1/4" FAS	1 car
12 1/4" FAS	12 1/4" FAS	1 car
PLAIN SAP GUM	4 1/4" No. 1 Common	2 cars
5 1/4" No. 1 Common	5 1/4" No. 1 Common	2 cars
6 1/4" No. 1 Common	6 1/4" No. 1 Common	2 cars
8 1/4" No. 1 Common	8 1/4" No. 1 Common	2 cars
10 1/4" No. 1 Common	10 1/4" No. 1 Common	2 cars
12 1/4" No. 1 Common	12 1/4" No. 1 Common	2 cars

Tustin Hardwood Lumber Co.

KELLOGG LUMBER CO.

PLAIN SAP GUM	3 1/4" FAS	23,98'
4 1/4" FAS	4 1/4" FAS	183,210'
5 1/4" FAS	5 1/4" FAS	128,561'
6 1/4" FAS	6 1/4" FAS	12,087'
8 1/4" FAS	8 1/4" FAS	9,800'
10 1/4" FAS	10 1/4" FAS	27,725'
12 1/4" FAS	12 1/4" FAS	6,270'
4 1/4" No. 1 Common	4 1/4" No. 1 Common	3,810'
5 1/4" No. 1 Common	5 1/4" No. 1 Common	12,760'
6 1/4" No. 1 Common	6 1/4" No. 1 Common	121,339'
8 1/4" No. 1 Common	8 1/4" No. 1 Common	12,000'
10 1/4" No. 1 Common	10 1/4" No. 1 Common	1,500'
12 1/4" No. 1 Common	12 1/4" No. 1 Common	21,880'
4 1/4" No. 2 Common	4 1/4" No. 2 Common	30,000'
5 1/4" No. 2 Common	5 1/4" No. 2 Common	101,711'
6 1/4" No. 2 Common	6 1/4" No. 2 Common	18,750'
8 1/4" No. 2 Common	8 1/4" No. 2 Common	16,000'
10 1/4" No. 2 Common	10 1/4" No. 2 Common	4,000'
12 1/4" No. 2 Common	12 1/4" No. 2 Common	12,000'
QUARTERED SAP GUM	8 1/4" FAS	96,180'
10 1/4" FAS	10 1/4" FAS	221,770'
12 1/4" FAS	12 1/4" FAS	49,480'
Com. & Btr.	Com. & Btr.	78,460'
PLAIN RED GUM	4 1/4" FAS	31,890'
5 1/4" FAS	5 1/4" FAS	6,400'
6 1/4" FAS	6 1/4" FAS	8,075'
8 1/4" FAS	8 1/4" FAS	17,865'
10 1/4" FAS	10 1/4" FAS	3,000'
12 1/4" FAS	12 1/4" FAS	2,500'
QUARTERED RED GUM	6 1/4" FAS	11,895'
8 1/4" FAS	8 1/4" FAS	66,380'
10 1/4" FAS	10 1/4" FAS	2,000'
12 1/4" FAS	12 1/4" FAS	35,875'
14 1/4" FAS	14 1/4" FAS	11,000'

HARDWOODS

"HOOSIER HAVE MADE

S.P. COPPOCK & SONS LUMBER CO.

Manufacturers and Dealers

Indiana
Quartered Oak
a Specialty

Hardwood Lumber

FORT WAYNE, IND.

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana
Quartered Red and White
OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

Pierson-Hollowell Lumber Co.

SUCCESSORS TO
EEL RIVER FALLS LUMBER CO.

Manufacturers and Wholesalers
HARDWOOD LUMBER

We specialize in Indiana

WHITE OAK	WALNUT	HARD MAPLE
RED OAK	CHERRY	WHITE ASH
HICKORY	BEECH	SOFT ELM
SOFT MAPLE	CHESTNUT	POPLAR

Write for Our Prices

Pierson-Hollowell Lumber Co.

507-508 Lemcke Bldg., Indianapolis, Indiana

INDIANA HARDWOODS

HARDWOODS HISTORY

SPECIALS

Attractively Priced For Prompt Shipment

4/4 Log Run Hackberry.....	50,000
6/4 No. 1 Com. & Btr. Hackberry.....	12,000
12/4 No. 1 Com. & Btr. Hackberry.....	13,000
6/4 Log Run Pecan.....	40,000
6/4 Log Run Hickory.....	22,000
4/4 Softwood Boxing.....	70,000
5/8 Softwood Boxing.....	50,000
5/8 Log Run Sycamore.....	70,000
5/8 Log Run Elm.....	50,000
4/4 Log Run Elm.....	150,000
6/4 Log Run Elm.....	25,000
8/4 Log Run Elm.....	50,000
10/4 Log Run Elm.....	40,000
12/4 Log Run Elm.....	30,000
5/8 Log Run Sap Gum.....	180,000
10/4 No. 1 Com. & Btr. Ash.....	70,000
12/4 No. 1 Com. & Btr. Ash.....	60,000

This lumber is all dry, band sawed, edged and trimmed and can be shipped promptly.

We specialize in

Kraetzer Cured Gum 5/8 Lumber

Write for Complete List with Prices

North Vernon Lumber Mills
NORTH VERNON, INDIANA



**OUR
Indiana White Oak**
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

CHARLES H. BARNABY

Mfr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

RUSH COUNTY

HARDWOODS are as Rich in Quality and Texture as the soil of this
"GARDEN SPOT OF INDIANA"

We have in dry Band Sawed Stocks of excellent quality and widths Hard Maple and Soft Elm in 8/4", 10/4", and 12/4" thicknesses. Basswood and Poplar in 8/4" thicknesses. Hickory in 6/4" thicknesses. Plain Red and White Oak in 4/4" and 5/4" thicknesses. All No. 1 common and better grades.

We manufacture dimension Crating in large Quantities of thin stock

3/8x2" and 3" from 18" long to 71" long
3/8x random widths 18" long to 71" long
5/8x3" and 4" widths 20", 21", 24", 27" and 36" long

This stock is so manufactured, in cutting out defects, as to make a first class crating material, especially adapted for use in Furniture Factories.

We have several carloads now ready for market.

Please send us your inquiries

Reynolds Manufacturing Co.
RUSHVILLE, INDIANA

We operate

FOUR BAND MILLS

and carry large stocks of:

QTD. WHITE OAK	ASH	POPLAR
QTD. RED OAK	HICKORY,	WALNUT
PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

Can furnish you highly satisfactory stock at the right prices

TRY US

Maley & Wertz Lumber Co.
EVANSVILLE, INDIANA

Ask Granddad. He Used Them

Our Specialty Is **AMERICAN WALNUT**
Lumber and Veneers

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

We Also Handle

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MEXICAN

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The Imperial Lumber Co.

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 Basswood Beech Maple
 Oak Flooring

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 Gauley, W. Va. Applecreek, Ohio

Bigelow
 HARDWOOD PRODUCTS

The Brand of Quality
 25,000,000 Feet

Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
 Rock Elm, Soft Elm,
 Hard and Soft Maple

SPECIALISTS IN KILN DRIED STOCK

THE
Bigelow-Cooper Co.
 BAY CITY, MICHIGAN



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Vol. LII

CHICAGO, DECEMBER 25, 1921

No. 5

Review and Outlook

General Market Conditions

IN CONSIDERING MARKET AFFAIRS for the next few weeks the adverse decision in the famous hardwood case, as handed down this week by the Supreme Court at Washington, will of necessity come in for considerable discussion. It remains to be seen just how trade will be affected by the final unalterable fact that open price operation in the hardwood trade is a thing of the past. It would seem from the record of the past three years that there is no reason to fear a complete stoppage involving the sale and purchase of hardwood lumber. Specific facts of history as contained in the famous boom period, 1918 and 1919, show that the operation of supply and demand is by all odds the most powerful influence behind any sort of trade. So clearly did the scarcity of stocks and tremendous demand overpower all other influences in price raising at that time that it could not in reason be argued that the open price plan was responsible. So, too, under the conditions existing during the past two or three months. This period has noted a speedy increase in certain items of hardwood which the notably scarce in quantity, such as, for instance, red gum which has recorded an average raise of possibly \$35 to \$40 in spite of the non-existence or, at least, the non-application even remotely of the open influence.

It is the belief of HARDWOOD RECORD that the basic influence of the plan would have had its greatest benefit in its tendency to stabilize but that with the plan now assuredly enjoined for all time both the buyers and sellers of hardwood lumber must recognize the condition and carry on as before.

At this writing there is a notable let-up in buying due to the season's demands in other directions, in book-closing and inventories, seasonal activities of a holiday nature and other factors of this sort. Of course with the adverse decision coming in conjunction with this slump, no matter how natural the latter may be, the double influence might result in engendering a measure of pessimism which probably will endure until the anticipated re-opening of purchases may appear in February.

In this, the closing market report of the year, HARDWOOD RECORD sees no reason whatsoever to change its opinion of the past few months relative to the future. HARDWOOD RECORD's prophecy of a genuine opening up in trade has been supported of late by utterances of recognized prognosticators who, while possibly a bit more conservative as to the time at which such developments may be expected, are even more definite in their statements that such normal return is surely and clearly

on the way. HARDWOOD RECORD's belief is that within a month and a half or two months after the first of the year there will be the beginning of distinctly better developments and that the movement will be inaugurated by excellent returns from the furniture markets in January.

Following this favorable activity the progress will be accelerated by the very great expansion in building which is an assured fact for spring. Then eventually with considerable of this building completed there will be further favorable reaction in furniture purchases, and with this gradual reduction of unemployment will come greater stability in farmers' markets causing them to be in better shape for the purchase of equipment, and also will materially expand their purchases of automobiles.

In short, it is not in any sense illogical to specifically line up these factors as they are likely to develop and the gross result will be an improvement in business, starting as noted and with gradual acceleration that will eventually bring about a much more healthy state of affairs and largely remove the uncertainty prevalent during the past year.

As to how this will affect the purchase and sale of hardwood lumber one need but to consider the demand end of the question as engendered by improving conditions in lines dependent upon lumber for their raw materials, and then weigh that against the continuance of alarming restriction of input of hardwood logs and production of hardwood lumber. The logging season in the South is now definitely at an end and a careful analysis of northern log input leads to the general conclusion that from thirty-five to forty per cent of normal will encompass the total production. Naturally and obviously the cut of hardwood lumber will be in direct ratio to the input of hardwood logs as there is no possibility of increasing this input at this late season. The evidence of logging production for the year as at present existing may reasonably and safely be taken as the true measure of hardwood production between now and next spring.

HARDWOOD RECORD's conviction embraces a gradual balancing up of values as to grades and a general urge upwards that will in due time place hardwood values on a basis that will insure at least a reasonable profit in their production. Thus HARDWOOD RECORD would counsel that any consuming factory which has business assured sufficient to justify any reasonable purchases of hardwood lumber, may well look to cover its needs just as soon after the first of the year as the real status of business progress is established.

The Supreme Court Decision

EDITIONAL COMMENT on the startling and generally unexpected decision of the Supreme Court in the hardwood case, and particularly on the condemnatory language in which the majority opinion was expressed, is at best futile. This is the edict of the supreme judicial body of the country and, as Judge Boyle expressed it, "in the event that the decision as it now reads stands as the law of the land, the only relief is through congressional action."

With every desire to view the circumstances impartially, **HARDWOOD RECORD** finds it totally impossible to feel otherwise than that the majority opinion is distinctly in error. The majority opinion and the dissenting opinion certainly present a startling contrast in their findings and also in the revelation as contained in the respective documents of impressions as registered with the respective groups. One is struck by the fact that the opinions differed not in any one point or finely drawn technical detail, but rather revealed a radically opposite conception of the whole underlying principle and operation of the open price plan. **HARDWOOD RECORD** is led to feel from the majority opinion that recognition all out of proportion to their relative importance was given to possibly overenthusiastic utterances of individuals in connection with the operation of the plan.

On the other hand, the dissenting opinion showed a grasp of the commercial phases of the question and a recognition of industrial requirements in this country which takes at least part of the sting out of the majority expressions.

Obviously there can be no purpose in extensive editorial comment on the opinions. Nor, in view of the uncertainty as to the policy of the Department of Justice and as to the status of other trade associations, is their justification for attempting any general prophecy relative to the general trade effect of this decision. It is true that it has been generally considered as a test case, and it will undoubtedly follow that the department will vigorously prosecute its activities with the thought of taking every advantage of the result of the hardwood case.

The outstanding thought in the mind of the editor of **HARDWOOD RECORD** is that for the past two years the trade has been operating without the help of the open price activities and that whenever it has had a decent chance of showing progress during that period it has carried forward. This is notably true of the past month or two when hardwood trade emerged from what was probably the blackest period of its existence, and due entirely to the natural results of supply and demand registered a distinctly favorable strengthening in markets over a very short period.

It is distinctly the opinion of **HARDWOOD RECORD** that the real purpose of the open price plan has been stability of markets, and not the exacting of undue profits, such stability being intended to benefit both the manufacturer and the consumer of hardwood lumber. Certainly there can be no sane doubt as to the necessity for eliminating chaos and establishing more reasonable stability in an industry which has probably shown less efficiency and modern constructive activity than any other one important element in our industrial structure.

HARDWOOD RECORD is impressed with the outstanding fact that while the tendency to stability must of necessity be sacrificed by the elimination of open competition, supply and demand will continue to govern markets and there is no reason to feel that because of this decision we have left all hope behind us.

HARDWOOD RECORD's idea might be summarized more or less as follows, namely, that the consumer as well as the manufacturer is the loser through the Supreme Court decision, but that in spite of the discouragement which must necessarily follow there is nothing disheartening in the situation, and pending whatever further action may develop in the future, there is just one thing left to do—**CARRY ON!**

Use the Lumber Division

IT WILL BE WISE FOR THE LUMBER INDUSTRY to take a real interest in the Lumber Division of the Bureau of Foreign and Domestic Commerce. This observation is prompted by the belief that there is a much stronger probability of this institution being of practical service than is generally the case with Government bureaus. Any one who attended one or more of the meetings which Axel H. Oxholm, Chief of the Division, has been holding with lumbermen throughout the country, can not fail to have been impressed with the breadth of Mr. Oxholm's mental resources, with his practical knowledge of lumber matters, both in this country and abroad, and, above all, with his unmistakable desire to serve the lumbermen through his bureau, to make of it a source of real help and profit to them.

But in addition to Mr. Oxholm's very evident capacity and desire to serve, there is the important background of his chief, Secretary Hoover. Hoover suggests to our mind infinite possibilities of trade expansion. It is our belief that Hoover has a tremendous vision of world trade that is likely to lead our commerce and industry to a greatness dreamed of by few, provided, of course, that political red tape does not succeed in sapping, vampire-like, the vigor out of his splendid intentions. Mr. Hoover is a man who has been around in the world and knows it. He has, perhaps, a broader outlook than any other of our statesmen. There is nothing provincial about him, and he seems pre-eminently fitted to lead our business interests in their efforts to capitalize the opportunities of the new era.

This new era is one which demands a wider development of foreign trade. Under the stimulus of the war the productive capacity of our industries was so expanded that a large foreign trade is now an indispensable adjunct to their healthful functioning. Americans must become world traders in a sense never before anticipated for them. The day of our industrial and commercial provincialism is gone and it is indeed a happy coincidence that such a man as Hoover is at the head of our Bureau of Foreign and Domestic Commerce at such a time.

By establishing a Lumber Division Mr. Hoover has acknowledged the importance of lumber in our industrial organization and the members of the industry may help to justify his judgment by taking an interest in the Division, and by asking for its service, show faith in its ability to serve them.

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Supreme Court Forbids Open Competition Practices

Majority Decision Sustains Permanent Injunction Against Members of American Hardwood Manufacturers' Association Who Operated Plan; Justice Clarke Presents Decree; Powerful Dissenting Opinion Is Read by Justice Brandeis; Vote Against Defendants Is Six to Three; Decision Important to All Business

The Essence of the Condemnation of the Plan

"The Plan is, essentially, simply an expansion of the gentlemen's agreement of rosier days, skillfully devised to evade the law. To call it open competition because the meetings were nominally open to the public, or because some voluminous reports were transmitted to the Department of Justice, or because no specific agreement to restrict trade or fix prices is proved, can not conceal the fact that the fundamental purpose of the Plan was to procure 'harmonious' individual action among a large number of naturally competing dealers with respect to the volume of production and prices, without having any specific agreement with respect to them, and to rely for maintenance of concerted action in both respects not upon fines and forfeitures, as in earlier days, but upon what experience has shown to be the more potent and dependable restraints of business honor and social penalties,—cautiously reinforced by many and elaborate reports, which would promptly expose to his associates any disposition in any member to deviate from the tacit understanding that all were to act together under the subtle direction of a single interpreter of their common purposes, as evidenced in the minute reports of what they had done and in their expressed purposes as to what they intended to do.

"In the presence of this record it is futile to argue that

the purpose of the Plan was simply to furnish those engaged in this industry, with widely scattered units, the equivalent of such information as is contained in the newspaper and Government publications with respect to the market for commodities sold on boards of trade or stock exchanges. One distinguishing and sufficient difference is that the published reports go to both seller and buyer, but those reports go to the seller only; and another is that there is no skilled interpreter of published reports (such as we have in this case, to insistently recommend harmony of action likely to prove profitable in proportion as it is unitely pursued.

"Convinced, as we are, that the purpose and effect of the activities of the 'Open Competition Plan' here under discussion, were to restrict competition and thereby restrain interstate commerce in the manufacture and sale of hardwood lumber by concerted action in curtailing production and in increasing prices, we agree with the District Court that it constituted a combination and conspiracy in restraint of interstate commerce within the meaning of the Anti-Trust Act of 1890 (26 Stat. 209) and the decree of that court must be affirmed."—Majority Opinion Supreme Court of the United States, December 19, 1921.

The "open competition" plan of the American Hardwood Manufacturers' Association was declared by the United States Supreme court on December 19 to be a restraint upon trade in violation of the Sherman Anti-trust Law. In rendering the decision the court was divided 6 to 3, Justices McKenna, Holmes and Brandeis dissenting.

While the Supreme Court decision on the hardwood open competition plan is an important victory for the Government, it cannot be said that the decision covers all types of these organizations, although Department of Justice officials in commenting on the decision said it would form the basis for the Government's policy towards hundreds of associations maintained by various industries to exchange price and other trade information. Activities of these associations have been under observation by the Department for some time, but definite formation of policy, it has been stated by Attorney-General Daugherty, awaited the decision in the hardwood case.

In rendering its decision the Supreme Court sustained the United States District Court of Western Tennessee, which in April, 1920, granted an injunction perpetually restraining the association from

entering into further agreements under the plan, forbidding the further distribution of statistical information under the plan and directing the abandonment of all "efforts whatsoever having the purpose or tendency to enhance or maintain prices."

Full Text of Majority Decision

Justice Clarke delivered the opinion of the court, as follows:

The unincorporated "American Hardwood Manufacturers' Association" was formed in December, 1918, by the consolidation of two similar associations, from one of which it took over a department of activity designated the "open competition plan," and hereinafter referred to as the "Plan."

Participation in the Plan was optional with the members of the association, but at the time this suit was commenced, of its 400 members 365, operating 465 mills, were members of the Plan. The importance and strength of the association is shown by the admission in the joint answer that while the defendants operated only 5 per cent of the number of mills engaged in hardwood manufacture in the country, they produced one-third of the total production of the United States. The places of business of the corporations and partnerships members of the Plan were located in many states from New York to Texas, but chiefly in the hardwood producing territory of the Southwest. The defendants are the members of the Plan, their personal representatives, and F. R. Gadd, its "Manager of Statistics."

The bill alleged in substance that the Plan constituted a combination and conspiracy to restrain interstate commerce in hardwood lumber, of restricting competition and maintaining and increasing prices, in violation of the anti-trust act of 1890 (26 Stat. No. 209).

The answer denied that the Plan had any such purpose and effect as charged, and averred that it promoted competition, especially among its own members.

A temporary injunction, granted by the district court, restricting the activities of the Plan in specific respects, by consent of the parties, was made permanent and a direct appeal brings the case here for review.

The activities which we shall see were comprehended within the "open competition plan" (which is sometimes called "the new competition"), have come to be widely adopted in our country, and, as this is the first time their legality has been before this court, for decision, some detail of statement with respect of them is necessary.

Review of the Facts

There is very little dispute as to the facts. The testimony of the Government consists of various documents and excerpts from others, obtained from the files of the Plan, and the testimony of the defendants consists of like documents and excerpts from other documents. Also from the same files, supplemented by affidavits of a number of persons, members and non-members, chiefly to the point that the confessedly great increases of prices during 1919 were due to natural trade and weather conditions and not to the influence of the Plan.

The record shows that the Plan was evolved by a committee, which, in recommending its adoption, said:

"The purpose of the plan is to disseminate among members accurate knowledge of production and market conditions so that each member may gauge the market intelligently instead of guessing at it; to make competition open and above board instead of secret and concealed; to substitute, in estimating market conditions, frank and full statements of our competitors for the frequently misleading and colored statements of the buyer."

After stating that the purpose was not to restrict competition or to control prices but to "furnish information to enable such member to intelligently make prices and to intelligently govern his production," the committee continues:

"The chief concern of the buyer, as we all know, is to see that the price he pays is no higher than that of his competitors, against whom he must sell his product in the market. The chief concern of the seller is to get as much as anybody else for his lumber; in other words, to get what is termed the top of the market for the quality he offers. By making prices known to each other they will gradually tend toward a standard in harmony with market conditions, a situation advantageous to both buyer and seller."

Knowledge Regarding Prices Made

Not long after the consolidation, a further explanation of the objects and purposes of the plan was made in an appeal to members to join it, in which it is said:

"The theoretical proposition at the basis of the open competition plan is that, 'Knowledge regarding prices actually made is all that is necessary to keep prices at reasonably stable and normal levels.'"

"The open competition plan is a central clearing house for information on price, trade statistics and practices. By keeping all members fully and quickly informed of what the others have done, the work of the plan results in a certain uniformity of trade practice. There is no agreement to follow the practice of others, *although members do follow their most intelligent competitors* if they know know what these competitors have been actually doing. The monthly meetings held in various sections of the country each month have improved the human relations existing between the members before the organization of this plan."

And in another later, and some what similar appeal, sent to all the members, this is found:

"Competition, blind, vicious, unreasoning, may stimulate trade to abnormal activity but such condition is no more sound than that medieval spirit some still cling to of taking a club and going out and knocking the other fellow and taking away his bone.

"The keynote to modern business success is mutual confidence and co-operation, co-operative competition, not cut-throat competition. Co-operation is a matter of business, because it pays, because it enables you to get the best price for your product. Because you come into closer personal contact with the market.

"Co-operation will only replace undesirable competition as you develop a co-operative spirit. For the first time in the history of the industry, the hardwood manufacturers are organized into one compact, comprehensive body, equipped to serve the whole trade in a thorough and efficient manner. More members mean more power to do more good for the industry. With co-operation of this kind we will very soon have enlisted in our efforts practically every producing interest, and you know what that means.

Thus, the plan proposed a system of co-operation among the members, consisting of the interchange of reports of sales, prices, production and practices, and in meetings of the members for discussion for the avowed purpose of substituting "co-operative competition" for "cut-throat competition," of keeping "prices at reasonably stable and normal levels," and of improving the "human relations" among its members. But the purpose to agree upon prices of production, was always disclaimed.

What Was Required of Members

Coming now to the fully worked out paper plan as adopted. It required each member to make six reports to the secretary, viz.:

1. A daily report of all sales actually made, with the name and address of the purchaser, the kind, grade and quality of lumber sold and all special agreements of every kind, verbal or written, with respect thereto. "The reports to be exact copies of orders taken."

2. A daily shipping report, with exact copies of the invoices, all special agreements as to terms, grade, etc. The classification shall be the same as with sales.

3. A monthly production report, showing the production of the members reporting during the previous month, with the grades and thickness classified as prescribed in the Plan.

4. A monthly stock report by each member, showing the stock on hand on the last day of the month, sold and unsold, green and dry, with the total of each kind, grade and thickness.

5. Price-lists. Members must file at the beginning of each month price-lists showing prices f. o. b. shipping point, which shall be started. New prices must be filed with the association as soon as made.

6. Inspection reports. These reports are to be made to the association by a service of its own, established for the purpose of checking up grades of the various members and the Plan provides for a chief inspector and sufficient assistants to inspect the stock of all members from time to time.

The declared purpose of the inspection service is not to change any member's grading except with his consent, but to furnish each member a basis on which he can compare his prices and those of other members, thereby making all members' reports more intelligible and accurate.

All of these reports by members are subject to complete audit by representatives of the association. Any member who fails to report shall not receive the reports of the secretary, and failure to report for twelve days in six months shall cause the member failing to be dropped from membership.

Plainly it would be very difficult to devise a more minute disclosure of everything connected with one's business than is here provided for by this Plan and very certainly only the most attractive prospect could induce any man to make it to his rivals and competitors. But, since such voluminous disclosures to the secretary would be valueless unless communicated to the members in a condensed and interpreted form, provision is made for this, as follows:

What the Secretary Furnished

The secretary is required to send to each member:

1. A monthly summary showing the production of each member for the previous month, "subdivided as to grade, kind, thickness," etc.

2. A weekly report, not later than Saturday, of all sales, to and including the preceding Tuesday, giving each sale and the price and the name of the purchaser.

3. On Tuesday of each week the secretary must send to each member a report of each shipment by each member, complete up to the evening of the preceding Thursday.

4. He must send a monthly report, showing the individual stock on hand of each member and a summary of all stocks, green, dry, sold and unsold. This report is very aptly referred to by the managing statistician as a monthly inventory of the stock of each member.

5. Not later than the tenth of each month the secretary shall send a summary of the price-lists furnished by members, showing the prices asked by each, and any changes made therein must be immediately transmitted to all the members.

6. A market report letter shall be sent to each member of the association (whether participating in the Plan or not) pointing "out changes in conditions both in the producing and consuming sections, giving a comparison of production and sales and in general an analysis of the market conditions."

7. Meetings shall be held once a month at Cincinnati "or at points to be agreed upon by the members." "It is intended that the regular meetings shall afford opportunity for the discussion of all subjects of interest to the members."

"The Plan also requires the selection of a man to take charge of the gathering and dissemination of data, with necessary assistants," and the defendant, F. R. Gadd, was selected and given the title of "Manager of Statistics."

This extensive interchange of reports, supplemented as it was by monthly meetings at which an opportunity was afforded for discussion "of all subjects of interest to the members," very certainly constitutes an organization through which agreements, actual or implied, could readily be arrived at and maintained, if the members desired to make them.

Such, in outline, was the paper plan adopted by the association, but elaborate though it was, in practice three important additions were made.

The Practice of the Plan

First of all, the Southwestern territory for meeting purposes was divided into four districts, and instead of the monthly meeting provided for in the Plan, "in order that members could more conveniently attend," the record shows that forty-nine of these meetings were held between Jan. 31, 1919, and Feb. 19, 1920, approximately one for each week, in some part of the territory.

Second, before each of these meetings a questionnaire was sent out to

the members, and from the replies received, supplementing the other reports, the statistician compiled an estimate of the condition of the market, actual and prospective, which was distributed to the members attending each meeting, and was mailed to those not present. There were eleven questions on this list of which the most important were:

"Fourth. What was your total production of hardwood during the last month? What do you estimate your production will probably be for the next two months?"

"Tenth. Do you expect to shut down within the next few months on account of shortage of logs or for any other reason? If so, please state how long you will be idle."

"Eleven. What is your view of market conditions for the next few months and what is the general outlook for business? State the reasons for your conclusion."

The Plan on paper provided only for reports of past transactions and much is made of this in the record and in argument—that reporting to one another past transactions cannot fix prices for the future. But each of these three questions plainly invited an estimate and discussion of future market conditions by each member, and a co-ordination of them by an expert analyst could readily evolve an attractive basis for co-operative, even if unexpressed, "harmony" with respect to future prices.

Third. The Plan provided for a monthly "market report letter" to go to all members of the association. In practice this market report letter was prepared by F. R. Gadd, Manager of Statistics, to cause, or which in fact does cause, direct and undue restraint of competition in such commerce as falls within the condemnation of the act and is unlawful.

have charge of the gathering and dissemination of the data, which were to be contained in the various reports, and that the defendant, F. R. Gadd, was selected for this purpose, with the title of "Manager of Statistics." Mr. Gadd was a man of large experience in the lumber business, competent and aggressive, and the record makes it clear that he was in complete and responsible charge of all the activities of this "Open Competition Plan." He compiled the summaries of daily, weekly and monthly reports, and wrote the monthly market letter and the market comment in the weekly sales reports, which were distributed to the members. Some disposition appears in the argument, but not in the evidence, to suggest that Gadd exceeded his authority at times, but no objection appears to have been taken to any of his conduct, and the "Secretary Manager" says in his affidavit that his office adjoins that of Gadd and that "he (Gadd) and affiant have frequent conferences and discussions relating to their work, and that affiant is familiar with the activities and methods of the Open Competition Plan."

Gadd Was the "Clearing House" of the Plan

It is plain that as the Plan was the "clearing house" of the members "for information on prices, trade statistics and practices," so Gadd was the "clearing house" of the Plan, and that what he said and did, acquiesced in by the members, as it was, must be accepted as the authoritative expression of the combination.

The record shows that the lumber market was inactive in the months of January and February and the first part of March of 1919. It grew better late in March and progressively stronger in July, when it

Statement by Lumbermen's Chief Counsel

It is my unhappy duty to advise that the Supreme Court of the United States by divided opinion of six to three affirmed Judge McCall's decision in what is known as the Hardwood Case. At this writing I have not had opportunity to study the opinion, but from the verbal expression of Justice Clark who stated the court's opinion, it seems that the judgment of the court is grounded in the position that competitors who exchange information as to past transactions touching prices or production are doing that which is prohibited by the Sherman Law. In other words, as I gather from Justice Clark's opinion, as rendered from the bench, the so-called Gadd letters were not the controlling influence. The plan whereby statistics were exchanged as to past transactions was condemned as such. Just as soon as I am able to get a copy of the opinion and have time to study same will write a careful review for the press.

Justice Brandeis and Justice Holmes delivered carefully written dissenting opinions. These opinions were very forceful and de-

veloped the situation as contended for by the industry. Justice Brandeis' opinion was very exhaustive. Justice McKenna joined Justice Brandeis and Holmes in the dissent. As soon as I have time to read the opinion I will file in all probability a motion for a rehearing. These motions are very rarely granted, but there is a chance. I, of course, feel that the majority opinion is in error and that the court has failed to recognize the conclusions of the Supreme Court in other decisions. In the event the decision as it now reads stands as the law of the land, the only alternative is relief through Congressional action. The decision makes it absolutely impossible for industrial groups to study their economic problems. It is a strangle hold upon progress. It will take time, of course, to determine just what is the right course, because we can only determine that after having carefully analyzed the opinion itself.

(Signed) L. C. BOYLE.

In *Northern Securities Company v. United States*, 139 U. S. 197, 337, it is declared that:

"In all the prior cases in this court the anti-trust act has been construed as forbidding any combination which by its necessary operation destroys or restricts free competition among those engaged in interstate commerce; in other words, that to destroy or restrict free competition in interstate commerce was to restrain such commerce." In *United States v. Union Pacific Railroad Company*, 226 U. S. 61, 87, decided in 1912, long prior to the forming of their combination by the defendants, the law was condensed into this expression:

"To preserve from undue restraint the free action of competition in interstate commerce was the purpose which controlled congress in enacting this statute, and the courts should construe the law with a view to effecting the object of its enactment."

And in *Eastern States Retail Lumber Dealers Association v. The United States*, 234 U. S. 600, 609, it was said:

"It (the Sherman Act) broadly condemns all combinations and conspiracies which restrain the free and natural flow of trade in the channels of interstate commerce." And again, on p. 613:

Restraint of Competition Claimed

"The argument that the course pursued is necessary to the protection of the retail trade and promotive of the public welfare in providing retail facilities is answered by the fact that Congress, with the right to control the field of interstate commerce, has so legislated as to prevent resort to practices which unduly restrain competition or unduly obstruct the free flow of such commerce, and private choice of means must yield to the national authority thus exerted."

With this rule or law and the details of the Plan in mind, we come to consider what the record shows as to the purpose of this combination and as to its effect upon interstate commerce.

We have seen that the Plan provided for the selection of a man to

became very active, with prices high, and so continued until the end of the year we are considering.

In the first quarter of the year the problem was to maintain the war prices then prevailing rather than to advance them, and although the minutes of the various meetings were kept in barest outline, we find that beginning within a month of the consideration of the two associations, the members of the Plan began actively to co-operate, through the meetings, to suppress competition by restricting production. This is very clearly shown by the excerpts following from the minutes of meetings and from the market letters and sales reports distributed at them.

Alleged Proof of Cut Restraint

Thus, at the meeting held at Cincinnati, Jan. 21, 1919, in the discussion of business conditions, the chairman said: "If there is *no increase in production*, particularly in oak, there is going to be good business." "No man is safe in increasing production. If he does he will be in bad shape, as the demand won't come." Again, at the meeting held on May 9, at Memphis, in the discussion of market conditions, appears this paragraph:

"Reference was made to members who contemplate running day and night, and was stated that the lumber industry had seen these unusual market conditions before and that we ought to be very sure that the market is capable of taking care of night and day lumber."

This warning of May 9 against producing too much lumber was followed on May 17 by a sales report sent out by the Manager of Statistics to all members, which was headed, "Stop, Look and Listen." After saying that the hardwood market had assumed a decidedly better tone, with a tendency in quotations upward, with the demand on the increase and with stocks below normal, the writer continues:

"The lumbermen have gone through several lean years, but we are confronted with the possibility of killing the goose that laid the golden egg. *Overproduction will spell disaster*, as it should always be borne in mind

that the maximum productive capacity of the sawmills of the country is much in excess of any demand the country has ever known."

He then quotes from an editorial in *The Southern Lumberman*, in which, among other things, it is said:

"The danger which we see lurking in the future for the lumber industry is overproduction. When the demand for lumber is good and the prices are good, it is a strong temptation to the sawmill men to put night shifts at the mill and an extra logging crew in the woods and keep turning out lumber twenty-four hours in the day. The desire to cash in while the cashing is good is natural and easy to understand, but every sawmill man who contemplates putting on a night shift should stop long enough to reflect on the past history of the lumber business. If he does indulge in such reflection the chances are he will give up any ideas he may have along that line. Overproduction has always been the curse of the lumber industry in America. It has caused more trouble and hardship than any other one factor. It would be criminal folly, therefore, for the lumber manufacturers to indulge themselves in any such form of commercial suicide."

Adding that the lumbermen have within their grasp an era of prosperity for some time to come, the writer continues:

"They can either reach forward to seize their opportunity or they can cast it aside by the policy of overproduction. Which shall it be? It is up to the sawmill men themselves to decide."

The managing statistician of the association significantly adds:

"Are we guilty? If so, the warning is timely."

Again, a week later at a meeting at Shreveport, La., in the discussion of market conditions, one of the members declared: That in his opinion it was *"suicidal to run a mill night and day; that the pine mills had done it, but he hoped they (we) would profit by their past experience and not do it this year."*

Depression of Cut Regarded as One of Chief Aims

Much more of like purport appears in the minutes of the meetings throughout the year, but this is sufficient to convincingly show that one of the prime purposes of the meetings, held in every part of the lumber district, and of the various reports, was to induce members to co-operate in restricting production, thereby keeping the supply of low and prices high, and that whenever there was any suggestion of running the mills to an extent which would bring up the supply to a point which might affect prices, the advice against operations which might lead to such result was put in the strongest possible terms. The co-operation is palpable and avowed, its purpose is clear, and we shall see that it was completely realized.

Declares Inflation Was Urged

Next, the record shows clearly that the members of the combination were not satisfied to secure, each for himself, the price which might be obtainable even as the result of co-operative restriction of production, but that throughout the year they assiduously cultivated, through the letters of Gadd, speaking for them all, and through the discussions at the meetings, the general conviction that higher and higher prices were obtainable and a disposition on the part of all to demand them. The intention to create such a common purpose is too clear to be doubted, evidenced as it is by the following excerpts from much of like character in the testimony.

Thus, in the stock report of March 8, 1919, after pointing out that the stock at the mills was only about three-fourths normal, and that the production in the Memphis group of manufacturers was only 56 per cent of normal, the letter of the Manager of Statistics continues:

"There has been a long drawn out and desperate effort to break the hardwood market by withdrawal of demand; but, be it said to the eternal credit of the hardwood producers, they have maintained a stout heart and stiff backbone, with the result that there has been exhibited a strength in the market which has been little short of remarkable in the face of the light demand and the vigorous efforts which have been steadily made to hammer down prices."

"With this known information before him it is difficult to see how any intelligent hardwood manufacturer can entertain any hesitation as to the proper course for him to pursue in selling his lumber."

And it may be added that it is not difficult to see what this "proper course to pursue" was intended to be.

Again, three weeks later, in the market letter of March 29, after stating that stocks had further decreased from the previous month, with a production not to exceed 50 per cent of normal, the Manager of Statistics of the Plan adds:

"Naturally the situation ought to have an important bearing on the plans of every hardwood lumberman. If the facts were better understood, offers of business now at shaded prices would get scant consideration, and there would not only be no good reason to cut prices, but there would be every reason why they should be held at reasonable profit-making levels. All conditions indicate a firm market for the balance of the year, with prices moving upward."

Another month later, in the market letter of April 26, this influential agent of the association, after pointing out that stocks were less than 75 per cent of normal, that production was about 60 per cent of normal, and that the demand was far in excess of supply, adds:

"If ever there was a time when rich rewards awaited the producer of hardwood lumber now is that time. There are glorious opportunities ahead—supply and demand must necessarily govern prices. The demand

is with us, the supply inadequate, therefore values must increase, as our competition in hardwood is only among ourselves."

Again, in another month, May 24, in his sales report, the Manager of Statistics, after stating that production during the month of April was 65 per cent of normal and that a careful estimate indicated that there would be no material increase in May and June, says:

"If any one tells you that lumber prices are coming down call their attention to the following: Curtailed production of mills; stocks below normal; necessity on the part of lumber operators of obtaining a price level that will enable them to make a reasonable profit."

Gauging the Upward Tendency

And he concludes with:

"The tendency of the market is upward and will undoubtedly continue to advance so long as sales and production bear their present relation to each other."

Again, on September 20, in his market letter, he says:

"It has been rumored that a certain class of buyers, believing that the price of lumber was too high and that the temporary inactivity in the export market offered the opportune moment, have agreed to confine purchases to actual immediate requirements during the next sixty days. This is not going to worry the manufacturers very much; in fact, it will give them a much-needed breathing spell, and an opportunity to accumulate a supply of dry stocks which, in our opinion, is the same as gold dollars in the bank."

"Those who have been looking for lower prices overlook the very important factors: That production continues below normal; that unsold stocks at mills are 70 per cent below normal; that the export demand has just started."

And he concludes:

"With these conditions prevailing there is nothing in the situation that should encourage anyone to hope for a drop in quotations."

Diagnoses Effect of Gadd Letters

To this we must add that constantly throughout the minutes of the various meetings there is shown discussion of the stock and production reports in which the shortage of supply was continually emphasized, with the implication, not disguised, that higher prices must result. Men in general are so easily persuaded to do that which will obviously prove profitable that this reiterated opinion from the analyst of their association, with all obtainable data before him, that higher prices were justified and could easily be obtained, must inevitably have resulted, as it did result, in concert of action in demanding them.

But not only does the record thus show a persistent purpose to encourage members to unite in pressing for higher and higher prices, without regard to cost, but there are many admissions by members, not only that this was the purpose of the Plan, but that it was fully realized. Within four months of the consolidation, on April 23, 1919, the Manager of Statistics wrote to members asking each to write him "his experience with the Plan," and any incidents showing benefits derived from it.

Quotes the "Experience" Letters

The replies to this letter are significant confessions. One writes:

"All who have access to your reports bring their price to the top."

Another:

"There seems to be a friendly rivalry among members to see who can get the best prices; whereas, under the old plan, it was cut-throat competition."

Another:

"It has kept us in touch closely with the market, and in many instances has made us one or more dollars per thousand feet on the lumber sold, and we believe the Plan is going to be very successful in carrying out the purposes for which it was intended."

Another:

"From the first report we received under this plan we were enabled to increase our price \$6 per thousand on a special item of oak. We had just taken a small order at which we thought a satisfactory price, but discovered immediately that others were getting more money. Since then we have booked orders for a number of these special items at the increase of \$6 per thousand."

Another:

"Since we became members we have been selling our lumber at several dollars per M more than formerly and we are perfectly satisfied with the Plan."

And another:

"We have always left these meetings feeling that we did not get money enough for our lumber and that we ought to try to do better."

There was one discordant reply, saying:

"The open competition plan has been absolutely accurate, but instead of stabilizing the market it has caused a runaway market." This on May 29, within six months of the forming of the combination. These quotations are sufficient to show beyond discussion that the purpose of the organization, and especially of the frequent meetings, was to bring about a concerted effort to raise prices regardless of cost or merit, and so was unlawful, and that the members were soon entirely satisfied that the Plan was "carrying out the purpose for which it was intended."

Statement of Price Increases

As to the price conditions during the year, without going into details, the record shows that the prices of the grades of hardwood in most gen-

eral use were increased to an unprecedented extent during the year. Thus, the increases in prices of varieties of oak range from 33.3 per cent to 296 per cent during the year; of gum, 60 per cent to 343 per cent, and of ash from 5 per cent to 181 per cent. While it is true that 1919 was a year of high and increasing prices generally, and that wet weather may have restricted production to some extent, we can not but agree with the members of the Plan themselves, as we have quoted them, and with the District Court in the conclusion that the united action of this large and influential membership of dealers contributed greatly to this extraordinary price increase.

Such close co-operation between many persons, firms and corporations, controlling a large volume of interstate commerce, as is provided for in this Plan is plainly in theory, as it proved to be in fact, inconsistent with that free and unrestricted trade which the statute contemplates shall be maintained, and that the persons conducting the association fully realized this is apparent from their protesting so often as they did, in many of their confidential communications appearing in this record, that their purposes were not unlawful, that they sought only to supplant cut-throat competition, with what in their own judgment would be "fair and reasonable competition," and to obtain, not make, fair prices, and by their repeated insistence that the Sherman Law "designed to prevent the restraint of trade is itself one of the greatest restrainers of trade and should be repealed."

Name of Plan Adjudged Misleading

To call the activities of the defendants, as they are proved in this record, an "open competition plan" of action is plainly a misleading misnomer.

Genuine competitors do not make daily, weekly and monthly reports of the minutest details of their business to their rivals, as the defendants did: they do not contract, as was done here, to submit their books to the discretionary audit and their stocks to the discretionary inspection of their rivals for the purpose of successfully competing with them; and they do not submit the details of their business to the analysis of an expert, jointly employed, and obtain from him a "harmonized estimate of the market" as it is and as, in his specially and confidentially informed judgment, it promises to be. This is not the conduct of competitors, but is so clearly that of men united in an agreement, expressed or implied, to act together and pursue a common purpose under a common guide, that, if it did not stand confessed a combination to restrict production and increase prices in interstate commerce, and as, therefore, a direct restraint upon that commerce, as we have seen that it is, that conclusion must inevitably have been inferred from the facts which were proved. To pronounce such abnormal conduct on the part of 365 natural competitors,

controlling one-third of the trade of the country in an article of prime necessity, a "new form of competition" and not an old form of combination in restraint of trade, as it so plainly is, would be for this court to confess itself blinded by words and come to realities which men in general very plainly see and understand and condemn, as an old evil in a new dress and with a new name.

Condemnation of the Plan

The Plan is, essentially, simply an expansion of the gentlemen's agreement of rosier days, skillfully devised to evade the law. To call it open competition because the meetings were nominally open to the public, or because some voluminous reports were transmitted to the Department of Justice, or because no specific agreement to restrict trade or fix prices is proved, cannot conceal the fact that the fundamental purpose of the Plan was to procure "harmonious" individual action among a large number of naturally competing dealers with respect to the volume of production and prices, without having any specific agreement with respect to them, and to rely for maintenance of concerted action in both respects not upon fines and forfeitures, as in earlier days, but upon what experience has shown to be the more potent and dependable restraints, of business honor and social penalties, cautiously reinforced by many and elaborate reports, which would promptly expose to his associates any disposition in any member to deviate from the tacit understanding that all were to act together under the subtle direction of a single interpreter of their common purposes, as evidenced in the minute reports of what they had done and in their expressed purposes as to what they intended to do.

In the presence of this record it is futile to argue that the purpose of the Plan was simply to furnish those engaged in this industry, with widely scattered units, the equivalent of such information as is contained in the newspaper and Government publications with respect to the market for commodities sold on boards of trade or stock exchanges. One distinguishing and sufficient difference is that the published reports go to both seller and buyer, but those reports go to the seller only: and another is, that there is no skilled interpreter of published reports, such as we have in this case, to insistently recommend harmony of action likely to prove profitable in proportion as it is unitedly pursued.

Convinced, as we are, that the purpose and effect of the activities of the "open competitive plan" here under discussion, were to restrict competition and thereby restrain interstate commerce in the manufacture and sale of hardwood lumber by concerted action in curtailing production and in increasing prices, we agree with the District Court that it constituted a combination and conspiracy in restraint of interstate commerce within the meaning of the Anti-Trust Act of 1890 (20 Stat. 209), and the decree of that court must be affirmed.

Text of Dissenting Opinion

The dissenting opinion in the case which was concurred in by Justice Brandeis, Justice McKenna and Justice Holmes and which was read by Justice Brandeis, in full, is as follows:

There are more than 9,000 hardwood lumber mills in that part of the United States which lies east of the line extending from Minnesota to Texas. Three hundred and sixty-five concerns, each separate and independent, are members of an association by means of which they co-operate under the so-called "Open competition plan." Their mills—about 470 in number—are located in eighteen states. Their aggregate production is about 30 per cent of the total production of hardwood in the United States. The question presented for our decision is whether the open competition plan, either inherently or as practiced by those concerns, violates the Sherman Law. The plan provided for co-operation in collecting and distributing information concerning the business of members and generally in regard to the trade. That in adopting the plan the members formed a combination in trade is clear. Co-operation implies combination. And this combination confessedly relates to interstate trade. It is also clear that a plan for co-operation, although itself innocent, may be made an instrument by which illegal restraint is practiced. But the decree below should, in my opinion, be reversed, because the plan is not inherently a restraint of trade, and the record is barren of evidence to support a finding that it has been used, or was intended to be used, as an instrument to restrain trade.

Restraint of trade may be exerted upon rivals; upon buyers or upon sellers; upon employers or upon employed. Restraint may be exerted through force, fraud or agreement. It may be exerted through moral or through local legal obligations; through fear or through hope. It may exist although it is not manifested in any overt act and even though there is no intent to restrain. Words of advice seemingly innocent and perhaps benevolent, may restrain, when uttered under circumstances that make advice equivalent to command. For the essence of restraint is power; and power may arise merely out of position. Wherever a dominant position has been attained, restraint necessarily arises. And when dominance is attained, or is sought, through combination, however good the motives or the manners of those participating, the Sherman Law is violated; provided, of course, that the restraint be what is called unreasonable.

There Was No Coercion

In the case before us there was clearly no coercion. There is no claim that a monopoly was sought or created. There is no claim that uniform prices were established or desired. There is no claim that by agreement, force, or fraud, any producer, dealer or consumer was to be or has, in fact, been controlled or coerced. The plan is a voluntary system for collecting from those independent concerns detailed information concerning the business operations of each, and its opinions as to trade conditions, prospects and policy; and of collecting, interpreting, and distributing the data so received among the members of the Association and others. No information gathered under the plan was kept secret from any producer, any buyer or the public. Ever since its inception in 1917, a copy of every report made and of every market letter published has been filed with the Department of Justice and with the Federal Trade Commission. The District meetings were open to the public. Dealers and consumers were invited to participate in the discussions and to some extent have done so.

It is claimed that the purpose of the "Open Competition Plan" was to lessen competition. Competition among members was contemplated and was in vigorous operation. The Sherman Law does not prohibit every lessening of competition; and it certainly does not command that competition shall be pursued blindly, that business rivals shall remain ignorant of trade facts or be denied aid in weighing their significance. It is lawful to regulate competition in some degree. (*Chicago Board of Trade vs. United States*, 246 U. S. 231.) But it was neither the aim of the plan, nor the practice under it, to regulate competition in any way. Its purpose was to make rational competition possible by supplying data not otherwise available and without which most of those engaged in the trade would be unable to trade intelligently.

Show Need for Hardwood Statistics

The hardwood lumber mills are widely scattered. The principal area of production is in the Southern states. But there are mills in Minnesota, New York, New England and the Middle states. Most plants are located near the sources of supply; isolated, remote from the larger cities and from the principal markets. No official, or other public means have been established for collecting from these mills and from dealers data as to current production, stocks on hand and market prices. Concerning grain, cotton,

coal and oil, the Government collects and publishes regularly, at frequent intervals, current information on production, consumption and stocks on hand; and boards of trade furnish freely to the public details of current market prices of those commodities, the volume of sales, and even individual sales, as recorded in daily transactions. Persons interested in such commodities are enabled through this information to deal with one another on an equal footing. The absence of such information in the hardwood lumber trade enables dealers in the large centers more readily to secure advantage over smaller concerns. Surely it is not against the public interest to distribute knowledge of trade facts, however detailed. Nor are the other features of the plan—the market letters and the regional conferences—an unreasonable interference with freedom of trade. Intelligent conduct of business implies not only knowledge of trade facts, but an understanding of them. To this understanding editorial comment and free discussion by those engaged in the business and by others interested are aids. Opinions expressed may be unsound; predictions may be unfounded, but there is nothing in the Sherman Law which should limit freedom of discussion, even among traders.

No Evidence of Attempt to Limit Cut

It is insisted that there was a purpose to curtail production. No evidence of any such purpose was introduced. There was at no time uniformity in the percentage of production to capacity. On the contrary, the evidence is uncontradicted that the high prices induced strenuous efforts to increase production. Weather and labor conditions had made production difficult. Tractors were purchased at great cost to get the logs out of the forests, which excessive rains had rendered inaccessible to the usual methods of transport. The current sales of new machinery to hardwood lumber mills were on an unprecedented scale. Where equipment and supply of logs permitted, mills were run at night to overcome the restrictions upon production which the bad weather had imposed. There were, it is true, from time to time, warnings in the market letters and otherwise, against overproduction—warnings which seem not to have been heeded. But surely Congress did not intend by the Sherman Act to prohibit self-restraint and it was for self-restraint that the only appeal was made. The purpose of the warnings was to induce mill owners to curb their greed—lest both they and others suffer from the crushing evils of overproduction. Such warnings or advice, whether given by individuals or the representatives of an association, present no element of illegality.

Co-operative Action Not Illegal

It is urged that this was a concerted effort to enhance prices. There was at no one time uniformity in prices. So far as appears every mill charged for its product as much as it could get. There is no evidence that the hardwood mills expected, by adopting the Plan, to earn more in profits, and to do so, at least in part, by getting higher prices for their product. It may be that the distribution of the trade data, the editorial comment and the conferences enabled the producers to obtain, on the average, higher prices than would otherwise have been possible. But there is nothing in the Sherman Law to indicate that Congress intended to condemn co-operative action in the exchange of information, merely because prophecy

resulting from comment on the data collected may lead, for a period, to higher market prices. Congress assumed that the desire to acquire and to enjoy property is the safest and most promising basis for society. And to that end it sought, among other things, to protect the pursuit of business for private profit. Its purpose, obviously, was not to prevent the making of profits or to counteract the operation of the law of supply and demand. Its purpose was merely to prevent restraint. The illegality of a combination under the Sherman Law lies not in its effect upon the price level, but in the coercion thereby effected. It is the limitation of freedom, by agreements which narrow a market, as in *Eddystone Pipe & Steel Co., vs. the U. S.*, 175 U. S. 211, and *Montague & Co. vs. Lowry*, 193 U. S. 38, or by organized boycott, as in *Loewe vs. Lawley*, 208 U. S. 274, and *Eastern States Retail Lumber Co. vs. the U. S.*, 234 U. S. 600, or by the coercive power of rebates. *Thomson vs. Caysers*, 243 U. S. 66, which constitutes the unlawful restraint.

Competition Was Not Suppressed

The co-operation which is incident to this plan does not suppress competition. On the contrary, it tends to promote all in competition which is desirable. By substituting knowledge for ignorance, rumor, guess, and suspicion, it tends also to substitute research and reasoning for gambling and piracy, without closing the door to adventure or lessening the value of prophetic wisdom. In making such knowledge available to the smallest concern it creates among producers equality of opportunity. In making it available also to purchasers and the general public, it does all that can actually be done to protect the community from extortion. If, as is alleged, the plan tends to substitute stability in prices for violent fluctuation, its influence, in this respect, is not against the public interest. *The evidence in this case, far from establishing an illegal restraint of trade, presents, in my opinion, an instance of commendable effort by concerns engaged in a chaotic industry to make possible its intelligent conduct under competitive conditions.*

The refusal to permit a multitude of small rivals to co-operate, as they have done here, in order to protect themselves and the public from the chaos and havoc wrought in their trade by ignorance, may result in suppressing competition in the hardwood industry. These keen business rivals, who sought co-operative exchange of trade information to create conditions under which alone rational competition is possible, produce in the aggregate about one-third of the hardwood lumber of the country. This Court held in the *U. S. vs. U. S. Steel Corporation*, 251 U. S. 417, that it was not unlawful to vest in a single corporation control of 50 percent of the steel industry of the country; and in the *U. S. vs. United Shoe Machinery Co.*, 247 U. S. 32, the Court held that it was not unlawful to vest in a single corporation control of practically the whole shoe machinery industry. May not these hardwood lumber concerns, frustrated in their efforts to rationalize competition, be led to enter the inviting field of consolidation? And if they do, may not another huge trust, with highly centralized control over vast resources, natural, manufacturing and financial, become so powerful as to dominate competitors, wholesalers, retailers, consumers, employees, and, in large measure, the community?

History of the Case

It was in February, 1920, that the department of justice, following instructions issued by Attorney General A. Mitchell Palmer, filed its bill in equity against F. R. Gadd, manager of statistics of the American Hardwood Manufacturers Association, and 328 members of the open competition plan of that organization, charging them with having entered into a conspiracy in restraint of interstate commerce in hardwood lumber and forest products by restricting production and increasing prices for this commodity.

Hearing of the suit began before the late Judge John E. McCall, at Memphis, in March, 1920. Both sides were represented by a brilliant array of counsel. Assistant Attorney General Ames headed the attorneys for the government and he was supported by special representatives of the Department of Justice and by W. D. Kyser, attorney for this district. L. C. Boyle, of Washington, general counsel for the American Hardwood Manufacturers' Association, directed the case for the defendants. He was supported by G. Carroll Todd, assistant United States attorney general under a former administration, and by local attorneys, H. B. Anderson and W. H. Fitzhugh.

One of the striking features of the original hearing was the boast of attorneys for the government that they did not have to go outside of the records of the defendants, in the form of "stock reports," "product on reports" and weekly "sales reports," running comment made in connection with these "reports" made by F. R. Gadd, as manager of statistics, and letters received from the defendants telling of the wonderful benefits of the open competition plan, to secure

all the evidence necessary to prove all of the contentions of the government.

Defense Counsel Make Brilliant Effort

Attorneys for the defendants made a brilliant effort to counteract the evidence presented by the government but at no time did they make appreciable impression on the trial judge. They insisted that the defendants represented too small a percentage of the total production of hardwood lumber to control production or to advance prices at will and they introduced hundreds of affidavits from hardwood manufacturers, from machinery interests and from other sources to prove that they were doing everything in their power to increase production at the very time they were charged with being in a conspiracy to decrease hardwood output. They cited decisions of the Supreme Court in the *United States Steel Corporation*, *American Tobacco Company* and other cases to show that they were well within their legal rights in compiling and disseminating the basic facts of the industry. But all to no avail. Judge McCall, within less than a week after the hearing, which lasted three days, was over, handed down one of the most sweeping decisions ever known, in the form of a temporary order restraining the defendants, individually and jointly, from holding any further meetings or conducting any activities whatsoever under the "open competition plan." He insisted, in his written order, that, whatever might have been the intent of the defendants, the fact remained that the plan had operated to boost prices.

(Continued on page 24)

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THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

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BRANCH SALES
OFFICES
DETROIT, MICH.
BALTIMORE, MD.
KANSAS CITY, MO.
INDIANAPOLIS, IND.

HOLLY RIDGE LUMBER CO.

INCORPORATED

MAIN OFFICE

LOUISVILLE, KENTUCKY

Counsel for the defendants then reached an agreement with government attorneys whereby the temporary restraining order was to be made a permanent one, on condition that the former might ask Judge McCall to so modify his decision that the defendants might continue to issue monthly production and monthly stock reports, pending final decision from the Supreme Court, to which appeal was to be made in the event he refused to issue such modification. This modified order was sought at Jackson, Tenn., and attorneys for the defendants emphasized that it was not just or equitable that the defendants should be restrained from basic information activities under the open competition plan, pending final settlement of the issues involved, since, if the Supreme Court finally found in their favor, there would be no way in which the loss they had sustained could be made good. Judge McCall, however, held that there was no justification for changing his original decision.

Appeal to Supreme Court

Appeal was immediately perfected to the Supreme Court and the

first hearing was set for October, 1920. Defendants themselves who were in Washington, as well as counsel therefor, were very much elated at the discomfiture of government counsel over the broadside of questions fired by the justices and they were confident not only that favorable decision would be forthcoming but that it would be handed down in a very short time.

The first blow that fell was the announcement of the Supreme Court that it desired a re-argument of the case. This was set for the late spring of 1921, but, before adjournment for the summer, it was postponed until October, 1921, one year from the date of the first argument on appeal.

But, even during the hearing of the re-argument, nothing transpired which shook in any way the faith of the defendants in final victory. The latter were therefore wholly unprepared for the overwhelming victory awarded the government by this tribunal in declaring that the plan represented a "combination to control production and to increase prices" and that it is "unlawful."

Decision Is Crushing Surprise to Members of Association

The decision of the Supreme Court, as reported in dispatches from Washington under date of Monday, Dec. 19, in which the government is awarded complete victory in its equity suit against the members of the open competition plan of the American Hardwood Manufacturers' Association, has come as one of the most crushing blows ever dealt the hardwood lumber industry, and as something of a personal shock to members and officials of this organization, whether members of the open competition plan or not.

It has been so confidently expected that the verdict of the highest tribunal in the United States would be in favor of the lumbermen, and the character of the decision proved a big disappointment, as did the language used in rendering the decision. It has been the subject of conversation wherever two or more lumbermen have been gathered together and it is putting it but mildly to say that all are agreed that it is extremely unfortunate for the hardwood lumber industry as well as for all business in the United States.

The decision has put officials and members of the association completely "in the air" regarding plans for the future. Lumbermen here, including R. M. Carrier, president of the A. H. M. A., who is confined to his rooms in the Hotel Gayoso where he is suffering from a painful injury recently received in his hand at his mill at Sardis, Miss.; John M. Pritchard, secretary-manager; James E. Stark, chairman of the executive committee, and other members of the latter, are reticent about expressing any opinion on the ruling until the full text is received from Washington and until the full purport of the major opinion of the Supreme Court is more thoroughly understood. Advices from L. C. Boyle, general counsel for the association and the chief representative of the co-defendants in the long drawn out litigation, as to the effect of the decision and the rights and privileges of members of the organization under the ruling, are also awaited before any plans will be formulated for the future.

Carrier Withholds Comment

"It seems to me," said President Carrier, when approached by the representative of the HARDWOOD RECORD, "that it is necessary to await the full text of the decision and also advices from counsel before taking any steps whatever as to the future plans of the association. Christmas is very close at hand and it is going to be difficult to get Eastern members of the executive committee to come to Memphis in the immediate future. I am therefore of the opinion that no meeting of the executive board will be held until some time after the first of the year and nothing of a formal nature will be done until the gentlemen serving on the executive board can be brought together."

James E. Stark, chairman of the executive committee, deplored the decision, but emphasized the necessity of waiting on further information before making extended comment. He thoroughly agreed with the position taken by President Carrier. The same is true of John W. McClure, S. M. Nickey and R. L. Jurden, the other local members of the executive committee. The two eastern members are E. O. Robinson, of Cincinnati, and M. W. Stark, of the American Column & Lumber Company. Up to a late hour Tuesday afternoon, there had been no expression from these gentlemen.

Co-defendants, representing local members of the association identified with the open competition plan, were so stunned by the decision that they could scarcely bring themselves to believe that the Supreme Court had declared the open competition "a combination to restrain production and to advance prices" and had pronounced it "unlawful." W. H. Dick, vice-president of the Tallahatchie Lumber Company and president of the Southern Alluvial Land Association, said he regarded the decision as most unfortunate not only for the lumber industry but for all industries in the United States.

Association May Function Still

John M. Pritchard, secretary-manager, and other officials, dwelt with considerable emphasis on the fact that the injunction granted by Judge McCall, of the lower court and re-affirmed by the decision of the Supreme Court, does not lie against the American Hardwood Manufacturers' Association, per se, and he and other officials of this organization are hopeful that it may be possible, in the light of the formal text of the opinion, for the association to proceed with the gathering of information regarding stocks and production just as was done before the open competition plan was inaugurated by this association. It is known that there are other activities which may be engaged in without running counter to the Sherman Law but the fact that all of the members of the open competition plan, forming the bulk of the membership of the association, are individually restrained from reporting information regarding stocks and production makes it uncertain what may be done in this direction.

The decision is regarded as taking away from representatives of the hardwood lumber industry the right to compile and distribute the basic facts necessary to an intelligent conduct of their business, but even so, as James E. Stark expressed it, "the trade are glad to have the decision out of the way and to know something of where they stand in the matter of their rights."

So far as its effect on the hardwood situation is concerned, it is pointed out by Mr. Stark and others that this is practically

nil for the reason that the industry has been going along for nearly two years, ever since the original restraining order was issued by Judge McCall, in March, 1920, without the aid of the information and data regarding prices, stocks and production furnished under the open competition plan. It is emphasized that if the open competition had been in full force and effect at the time of the decision and had been estopped by the decision, the situation would be entirely different. As it is, the industry will proceed along the same lines as during the past two years and will conduct its business in the most intelligent and most efficient manner possible.

How Will It Affect Others?

There is considerable speculation as to the effect of the decision on the United States Steel corporation and other trade organiza-

tions having a system for exchanging trade information. It is felt that it is not quite just or equitable to deny to the hardwood industry the right to enjoy information regarding stocks, production and prices on past transactions when other industries are permitted, through their various agencies, to gather and disseminate information of a somewhat similar character. The next move of the Department of Justice is therefore awaited with the keenest interest.

The trade here, too, are keenly interested in the efforts now being made by Secretary Hoover, of the Department of Commerce, to ascertain the bearing the decision will have on co-operative efforts on the part of himself and association to bring about closer co-operation in building up business in the United States.

Activities from Which Members of the Open Competition Plan Are Permanently Enjoined by the Supreme Court

In its original bill of complaint filed February 16, 1920, in the United States Court, western district of Tennessee, which report was signed by the then Attorney-General A. M. Palmer, the following specific wording was used in describing those activities, the continuance of which should be permanently prohibited:

"That the court order this cause to be heard upon the application of the plaintiff hereby made for a preliminary injunction, after ten days' notice to the defendant, on a certain date to be designated by the court; and that the court, upon such application and hearing, issue its preliminary injunction against the defendant and all other persons whose names are unknown to the plaintiff unlawfully combining and conspiring with them as aforesaid, and all other persons whomsoever, commanding and enjoining them pending the final hearing of this cause as follows:

"(a) Not to make any further oral agreement at their next regular monthly meeting at Cincinnati, O., on the second Tuesday of the month; at New Orleans, La., on the second Thursday of the month; at Memphis in this district on the second Friday of the month, and at Little Rock on the third Thursday of the month, or at any other time or place, to eliminate such competition as may still persist amongst them.

"(b) Not to take any further step in compiling, printing or distributing, through their said 'manager of statistics,' or otherwise, at Memphis, in this district, or elsewhere, the next issues of the above described monthly 'stock reports,' monthly 'production reports,' or weekly 'sales reports,' or any other issues of any such or similar reports.

"(c) Not to discuss prices which have been charged, or are to be charged, by the defendants, or by any other persons, for hardwood lumber, at any of the coming association meetings of the defendants.

"(d) Not to exchange, through their said 'Manager of Statistics,' or otherwise, written predictions to the effect that high prices for hardwood lumber will continue to be maintained or enhanced.

"(e) Not to distribute, through their said 'Manager of Statistics,' or otherwise, any further written or printed statements, explanations or arguments, in citing the defendants to maintain and enhance their prices for hardwood lumber.

"(f) To forthwith take appropriate action as members and officers of the above described association to abandon and to effectively announce the abandonment of, all efforts whatsoever, by or through such association, having the purpose or tendency to maintain or enhance the prices of hardwood lumber.

"(g) Not to do any further act or thing whatsoever having the purpose or tendency to continue in effect or to further the above described conspiracy to maintain and enhance the prices of hardwood lumber."

The bill closed with a prayer that upon the final hearing of the cause, the injunction shall be made permanent.

In his decision handed down March 16, 1920, John E. McCall, Federal judge for the district court, accepted the wording of the government petition in full, closing with the following enjoining paragraph:

"It results from what has been said that temporary injunction will issue as prayed for in the bill of complaint.

(Signed) John E. McCall, Judge.

The decision of the Supreme Court of the United States, handed down on Monday, December 19, 1921, sustained the injunction of Judge McCall and decreed that it should be made permanent.

Who's Who in Woodworking



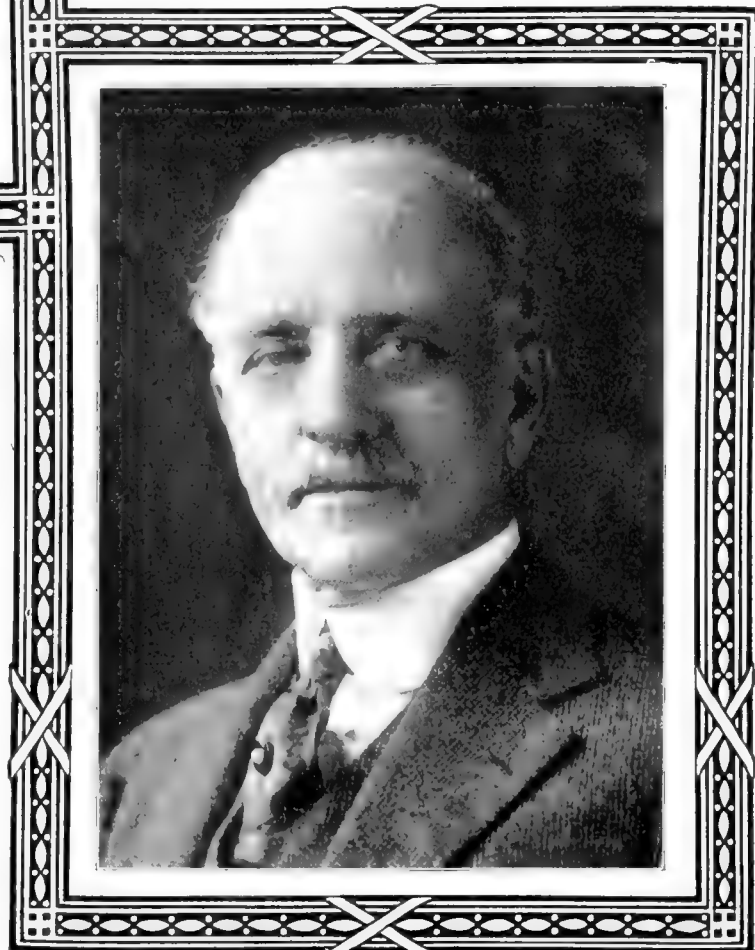
Charles F. Tomlinson

(Left)

*Secretary and Treasurer
Tomlinson Chair Manufacturing Company
High Point, N. C.*

The secretary and treasurer of the Tomlinson Chair Manufacturing Company is one of those men to whom other men seem naturally to turn for leadership. While Mr. Tomlinson has been very successful as a manufacturer of chairs and furniture it is the part that he has played and is playing in the association activities of his industry that makes him conspicuously a man of affairs. Mr. Tomlinson has been chairman of the Southern Furniture Manufacturers Association since 1916. When the furniture manufacturers of the United States met in Cincinnati on September 17, 1918, in a "War Convention," they selected Mr. Tomlinson

(Continued on page 27)



F. J. Moss

(Right)

*President
American Sash and Door Company
Kansas City, Mo.*

F. J. Moss was born at Moundville, Wis., on a farm, in 1864, of English parentage, the youngest of seven children, five boys and two girls. His father enlisted in the 18th Wisconsin Heavy Artillery, Company I, in the Civil War, contracted chronic diarrhea and died in December, 1864. But despite the loss of his father the youngest of this large family received a common school education. He remained on the farm until he was 19 years of age, and in 1883 went to work for his oldest brother, who was engaged in the picture and frame business at Hudson, Wis. He remained at this job until 1886, at which time he accepted a road position

(Continued on page 27)

Charles F. Tomlinson

as the man best fitted to be their permanent chairman and to guide them during that crucial period of their own and the country's affairs. When the National Council of Furniture Association was formed in the same city in February, 1919, Mr. Tomlinson was the choice of his colleagues for chairman. In 1920 the council held its first annual meeting and evidenced its satisfaction in Mr. Tomlinson's leadership by re-electing him to the chairmanship. He is now a member of the council for a term of three years. He is also president of the Southern Furniture Exposition Building Corporation, a million-dollar affair.

But Mr. Tomlinson's activities as a leader are not confined to the furniture industry. He is an all-around citizen. He is a director of the Commercial National Bank and the Wachovia Bank and Trust Company of High Point. He is also chairman of the Board of Education of the City of High Point and is a trustee of the North Carolina State College. He was national president of the Travelers Protective Association of America in 1915-16, and a national officer of the B. P. O. E. from 1903 to 1905. He is a member of the Kiwanis Club.

Mr. Tomlinson was graduated from the University of North Carolina in 1895. He is married and has three children. He is a member of the Society of Friends.

F. J. Moss

with the Douglas-Thompson Company, wholesale photographic supplies, at Chicago, for whom he traveled until 1888, when he became associated with the Huttig Bros. Mfg. Company, at Muscatine, Iowa. He traveled for this firm until 1892. At that time he took charge of the branch house of the Huttig Bros. Mfg. Company at St. Joseph, Mo., incorporating this under the name of the Huttig-Moss Mfg. Co.

In 1906 Mr. Moss organized the American Sash & Door Company, which company took over the entire interests of the Huttig-Moss Mfg. Co. of St. Joseph, and the Roach & Kienzle Company of Kansas City. He was elected president of the company, and general manager, which position he has held up to the present time.

In 1904 he organized the Huttig-Moss Lbr. Company of Louisiana, which company purchased cypress holdings with a view of engaging in the lumber business. However, in 1910 his company disposed of its entire timber holdings.

In 1903 and 1904 he served as vice president of the Missouri World's Fair Commission, at St. Louis; has held nor aspired to no political position. During the World War he represented the mill interests on the National War Service Committee.

Mr. Moss is president of the Millwork Cost Bureau, with offices in Chicago, and some 500 members. He organized that company in 1912, and has served as president since its organization.

He has always been deeply interested in political and social economy, and his real hobby is the development of the correct relation as between Capital and Labor, and is the author of a plan that has created harmonious relations between the management and workers in his own plant. As chairman of the Tax Committee of the Associated Industries of Missouri, he wrote a criticism upon the recommendations made by the so-called Manufacturers' National Tax Committee, which attracted wide attention.

Mr. Moss' recreation is golf, and he is a member of the Kansas City Country Club, Kansas City Club and Kansas City Mid-Day Club.

Ten Million Available to Quaker City's Prospective Home Owners

Ten million dollars for helping small home owners has been made available in Philadelphia by the Philadelphia Company for Guaranteeing Mortgages. The local company has been authorized to lend that amount by the Metropolitan Life Insurance Company of New York, the money to be placed at 6 percent. This is the first big step in the general revival of house and apartment building, and it will make possible the financing of 2,000 moderate-priced dwellings.

The company will lend up to \$5,000 on a dwelling or an apartment.



HIGH HUMIDITY DRY KILN

Does your kiln provide these essentials?

1. A circulation which is constant and uniform delivering automatically humidified air to all the lumber equally.
2. A kiln so designed that the humidified air travels across only 3½ feet of lumber thus insuring uniform drying.
3. A large volume of air blowing 24 hours per day with no dead or stagnant pockets to retard drying.
4. The above is your guarantee of quality drying.
5. The price is reasonable and right.

"The kiln with the circulation you can understand"

B. F. STURTEVANT CO.
HYDE PARK, BOSTON, MASS.

Atlanta, Ga., Boston, Mass., Chicago, Ill., New York, N. Y.,
Philadelphia, Pa., Rochester, N. Y., Seattle, Wash.,
San Francisco, Calif.

Northern Wholesalers Are Optimistic

The year 1922 will bring an improvement in demand for northern hardwood lumber, with no recessions and perhaps a steady increase in prices until the new cut of lumber is ready for the market in the spring. But while stocks will be below normal throughout this period there will be no skyrocketing of prices.

This summarized the careful review of present and future conditions of the lumber market, which was indulged in by the members of the Northern Hardwood Wholesalers' Association, gathered in quarterly session at the Athletic Club in Milwaukee, December 16, under the leadership of the president of the association, T. E. Jones of the Webster Lumber Company, Minneapolis, Minn. In detail the opinions of conditions expressed by the fifteen or twenty members present were at considerable variance. But the majority of the views supported the gist of opinions expressed at the outset.

In considering the output of the logs and lumber some of those present were inclined to believe that the production would be larger than the estimates of the manufacturers would indicate, and one member expressed the opinion that it would be nearly normal. But those who differed with this view supported their opinion with strong reasoning. Mr. Tillitson of the Wolf River Lumber Company, Antigo, Wis., said he did not believe the cut of logs in the northern territory would exceed 50 per cent of normal. C. P. Crosby of the C. P. Crosby Lumber Company, Rhinelander, Wis., believed that the output would be very low and cited in support of this view the unemployment situation around Rhinelander. A great many of the woods workers are looking for jobs and can not find them, he said. Unemployment is really a serious condition. And, too, there is no evidence of the employment of the large number of farm hands who generally find work in the northern woods during the winter months. As a rule the travelers in the Lake States may see many of these boys from the farms going to and from the camps at this season of the year, but they are not now to be seen. Harry E. Christiansen of the General Lumber Company, Milwaukee, reminded those members who looked for a large cut, of the all-important attitude of the bankers of the territory. The position of the bankers imposes a strong barrier against a large output. These gentlemen, he said, are ultra-conservative. They will not make loans to lumbermen who have large inventories of logs or lumber, and they are not going to finance cutting operations that threaten to load a borrower up with stock.

Conservative Optimism Rules

The attitude of conservative optimism, as expressed by H. C. Humphrey of the G. W. Jones Lumber Company, Appleton, Wis., pretty effectively described the viewpoint of the majority of those present. It was pointed out that 1922 is going to be a great year for walnut and mahogany in the furniture industry, but it was also admitted that the requirements of the sash and door and flooring makers, heavy now and likely to be much heavier during 1922, will mean the consumption of larger quantities of gum, birch and oak. Mr. Humphrey called attention to the radical advance in the prices of southern hardwood lumber, especially for red gum, which had had a most favorable influence on birch. The position of flooring lumber is especially strong, he said. And one very important factor to consider is that "the percentage of damn fools" has decreased considerably. That is, those who will sell their lumber at less than cost prices are now very few, instead of many, as was true a few months ago.

President Jones told the members that he believed they should strive to build up the volume of their sales and pay more attention to this than to an effort to obtain radical profits through radical prices. While conservative, he was optimistic. But he urged a reasonableness and discountenanced a policy of holding stock with a hope of "making a killing."

In the discussion of conditions in the North the situation as to the competitive woods of the South was, of course, canvassed. Some of the members, and chief among these President Jones, expressed a belief in the possibility of a pretty substantial production of southern lumber, under

the stimulus of the present favorable prices. But others, and among these some who had recently been South, or were in particularly close touch with the situation, insisted that the output in the South is going to be very low this season. There is no reason to expect, these men said, that the South can produce large quantities of lumber in the next few months. Weather conditions are not likely to be favorable to this. The normal rains in the southern territory will prevent extension operations from now on until Spring. Besides this very little logging is being done except on tracts of timber owned by mills. Those who log for sale to the mills are doing virtually nothing. Conditions prevailing at the time they should have organized crews discouraged this and therefore they did not put men and teams into the woods. Now it is too late to do this, no matter how favorable a turn the market might take. This opinion was voiced in some detail by Fred Peschau of the Payson Smith Lumber Company, Chicago, and by A. H. Ruth of the G. W. Jones Lumber Company, Chicago.

Mr. Ruth was one of those who believed that prices will continue strong for the next few months, but that there will be no runaway market. Southern stocks are short, he said. The flooring people are taking a great deal of No. 2 common oak, and a great deal of gum is being moved. The demand for red gum is strong and has helped to strengthen the position of birch. The strength of these two woods will continue and perhaps increase. FAS quartered oak is up \$20 or more on the thousand, and while common red oak is a little easier, the demand and price of poplar have increased. He did not look for the furniture people to buy very much lumber from now on until after the first of the year.

Among Those Present

Among others who participated in the discussion were the following: Robert Duncan, Duncan Lumber Company, Minneapolis, Minn.; William Kelley, Kelley-O'Melia Lumber Company, Milwaukee, Wis.; John B. Andrews and H. F. Early, Andrews-Early Lumber Company, Wausau, Wis.; F. K. Bissell, Bissell Lumber Company, Marshfield, Wis.; W. H. Abbott, Vangsness Lumber Company, Chicago; W. W. Brown, Northern Hardwood Sales Company, Chicago; L. H. Wheeler, Wheeler-Timlin Lumber Company, Wausau; Tom Lee, H. F. Below Lumber Company, Marinette, Wis.; Robert Blackburn, Blackburn Lumber Company, Milwaukee; Floyd W. Long and C. P. Mulligan, Stevens-Jarvis Lumber Company, Milwaukee, Wis.; Mr. Masten, Brandt & Masten Lumber Company, Chicago; J. J. Fitzpatrick, Fitzpatrick Lumber Company, Madison, Wis.

The principal address of the meeting was made by L. E. Fuller, editor of the Lumber & Veneer Consumer, Chicago. Mr. Fuller spoke on the proposed American Valuation Plan, and while he was unable to declare himself an advocate for or against the plan, cited several situations in which it might be valuable in raising up a tariff wall to protect our industries from the ruinous competition of European countries, especially Germany. He showed that such competition must be viewed with serious concern and expressed the view that we should not permit our late enemy to transfer the disasters of the war to our American industries.

At the suggestion of President Jones arrangements were made for the annual meeting, which will take place in Milwaukee the third Tuesday in February. The members decided to hold their annual meeting in the afternoon in order to conclude it with an annual dinner and entertainment in the evening. Those present evidenced considerable enthusiasm for the evening entertainment and in order to insure its success President Jones named an entertainment committee, with Harry E. Christiansen as chairman and Wm. H. Kelley and Robert Blackburn as members. The president will serve as an advisory member.

Three firms were admitted to membership. They are: Maffett-Graef Lumber Company, Appleton, Wis.; Brandt & Masten Lumber Company, Chicago; Adams-Thom Lumber Company, Wausau, Wis.

An interesting report on production conditions in the north was made by J. H. Hayden, secretary of the club.

Inter-Association Arbitration Idea Advances

The Inter-Association Arbitration Committee, consisting of representatives of various lumber associations, and of which Dwight Hinckley of the Dwight Hinckley Lumber Co., Cincinnati, Ohio, is chairman, held a meeting at the Congress Hotel, in Chicago, on December 13. About seventeen associations were represented.

In opening the meeting Chairman Hinckley, who is also chairman of the Standing Committee on Ethics and Arbitration of the Amer-

ican Wholesale Lumber Association, made a statement, pertaining to the origin of this committee, its previous activities and outlining the purpose of the meeting.

Fred Larkins, assistant secretary of the American Wholesale Lumber Association, as chairman of the special committee referred by Mr. Hinckley, presented for consideration the complete outline

(Continued on page 31)

News from the National Capital

The Vanishing Timber Supply

"The outstanding points in our present serious situation as to timber supply are the disappearance of three-fifths of the virgin forests of the country, a present drain upon our remaining forests over four times their yearly production of wood, and the accumulation of enormous areas of denuded and idle forest lands," says Chief Forester W. B. Greeley in his annual report to the Secretary of Agriculture, made public December 13.

"The past year," according to the report, "has been notable for general discussion of the forestry situation in both its national and local aspects and the consideration of remedies. To a considerable degree this discussion has centered around proposed measures of Federal legislation.

"It is increasingly evident," says Colonel Greeley, "that whatever legislation may be enacted and whatever governmental agencies may be invoked, two principles must be recognized in putting the United States upon a self-sustaining basis in timber production. The first is that, because of the long-term nature of timber crops and the foresight necessary to meet future national needs, the public has an interest in forest lands not common to most forms of private property and most comparable to its interest in the operation of recognized public utilities. This public interest must be satisfied in the manner of handling forest lands. The second principle is that the production of timber is an economic process, governed by economic laws. Hence the requirements imposed upon forest owners by the public must be equitable and practicable from a business standpoint, or must be accompanied by compensating features which make compliance a reasonable undertaking for the owner of the property.

"The state or the nation may insist that forest lands be productive rather than idle; but in so doing it can not avoid its own responsibility for reducing the general risks and losses attendant upon timber production, which have often made it a hazardous or unprofitable undertaking. The two outstanding respects in which public co-operation with the land owner is necessary, as a corollary to regulating the use of his property, are organized protection against forest fires and the adjustment of taxes on timber lands so as to encourage their employment for growing successive crops.

"The Forest service has initiated this year an important step toward the restoration of America's forests," declares the forester. "This is a comprehensive study of the requirements in protection and reforestation necessary to keep forest lands productive in each important region of the United States. This study has been undertaken in co-operation with state foresters, timberland owners, representatives of forest industry organization and forest schools. Its purpose is to put in concrete terms just what 'forestry regulations' mean, in the southern pine belt, Appalachian hardwoods, or the Lake States. Instead of dealing in general terms, it will bring the forestry movement down to specific things which are to be done in the woods, as minimum standards. It will thus serve as the basis for any plan of public regulation of forest lands and also aid the landowner who undertakes the growing of timber crops on his own initiative."

The subject for Federal legislation now most urgent, according to the Chief Forester, are:

(1) The extension of Federal co-operation in the protection of all classes of forest land from fire; such co-operation not to be limited to the watersheds of navigable streams, as at present, but to be available on all forest lands within states prepared to join in co-operative efforts. (2) The extension of public forest ownership by incorporating within National Forests public lands not under Federal ownership or control which are adapted primarily to growing timber or the protection of watersheds; by acquiring cut-over forest lands within or adjoining National Forests through

exchanges; and by purchasing forest lands with a view both to the protection of navigable watersheds and to the restoration of forests on areas now denuded and idle.

Hoover Will Plead for Rate Reductions

Secretary of Commerce Hoover will appear as a witness before the Interstate Commerce Commission and will tell that body that unless railroad rates are lowered in harmony with the decline in the prices of commodities generally, economic readjustment will be delayed. The Secretary of Commerce has devoted much study to the railroad rate situation and has reached the conclusion that high rates are one of the key obstacles in the pathway to readjustment of industry.

In line with the secretary's observations is the situation in respect to coal rates. British coal, for the first time in forty years, is coming to the American Atlantic seaboard in competition with domestic coal. Our foreign coal trade is practically wiped out; the British now have the invasion of the home market and the bunkering trade.

On December 14 a special conference was held at the Interstate Commerce Commission attended by Secretary Hoover, J. B. Smull, representing the United States Shipping Board; F. R. Wadleigh, of the Department of Commerce; Director of Traffic Hardie, the Interstate Commerce Commission, W. M. Whitaker, vice-president of the Chesapeake & Ohio Railway, the carriers, and T. F. Farrell, vice-president of the Pocahontas Coal Company, the shippers, at which the situation was discussed.

The coal rate is regarded by Secretary Hoover as but one angle of the rate situation. He believes that a drastic step must be taken to reduce transportation costs, if American industry is to regain a measure of prosperity adequate to insure full employment and commercial activity.

The condition of the railroads, as pictured by an accounting officer, including all of Class 1 and several important switching and terminal carriers, was presented before the Interstate Commerce Commission a few days ago when George Shriver, vice-president of the Baltimore & Ohio Railroad testified. Extensive statistical data was brought forward to support the declarations of the railroads that a sweeping reduction in freight rates is extremely inadvisable.

The most significant point perhaps in this mass of statistics was revealed when Mr. Shriver, in comparing 1916 and 1920, the best and worst years of the railroads, showed that apparently there was a 71.77 per cent increase in gross revenue, while expenses increased 147.37 per cent. The railroads in 1916 had a net railway operating income of \$1,040,085,517, while in 1920 the net was only \$21,661,782. That net income was made possible only by the decision of the Interstate Commerce Commission that the Government was not compensating the railroads adequately for transportation of the mails. If it were not for that decision, declared Mr. Shriver, the carriers that year would have had an actual operating deficit of more than \$40,000,000.

Mr. Shriver stated that since 1916 the gross revenue of the carriers increased \$2,581,522,280, while in the same period the increase in wages totaled \$2,193,967,278, thus practically absorbing all additional money paid by the public for transportation services, not including the increased cost of fuel of \$452,229,229. Materials, supplies and other items of operating expenses increased \$827,870,197. Consequently, in making a comparison of the best year with the worst, the two important facts to be considered, said Mr. Shriver, were that the amount of money paid by the public increased so that in 1920, the public paid \$2,581,522,280 for transportation services, while the sum taken from the railroads for wages, fuel and other items was \$3,474,066,704.

"The railroads are not in a condition to experiment by lowering rates at this time," said Mr. Shriver.

POWER LOGGING AND LUMBER HANDLING

P. & H. Brings Out New Lumber Handling Crane

The combination of a new gooseneck boom arrangement with gasoline operation would indicate that the new crane recently put on the market by the Pawling & Harnischfeger Company, Milwaukee, Wis., would serve to good advantage among hardwood yards both at the mill and at the factory.

The gooseneck extension to the boom provides for straight lifting of the package of lumber without coming in contact with the boom, whereas the use of gasoline power permits its operation without a licensed operator, and also provides an additional safety factor so far as fires are concerned. The gasoline engine, of course, consumes fuel only when in actual operation.



A Gooseneck Crane that moves by gasoline power

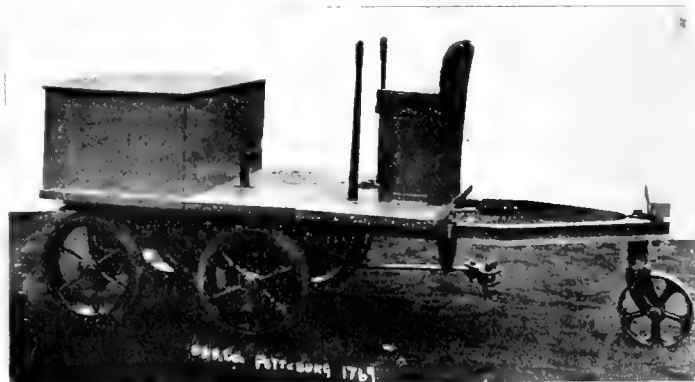
Koppel Puts Out New "Electromobile" Tractor

One of the latest appliances placed on the market for the handling of lumber is the "Electromobile Tractor," manufactured by the Koppel Industrial Car & Equipment Company of Chicago. This new tractor is equipped with a lumber bolster, which the makers say will have a revolutionizing effect on the handling of lumber about yards and mills.

The tractor, which is electrically driven, is designed with an ingenious channel frame extension in the rear, to which is attached an extra heavy roller-bearing swivel bracket and large bolster wheel. This wheel is built for particularly severe service and can be furnished with or without rubber tire. The unit is constructed for use with the ordinary two-wheel lumber buggy, and it is claimed for it that a saving of six or eight men can be accomplished with one of these tractors. The tractor will turn in a very short radius, enabling the driver to negotiate very sharp corners between piles of stacked lumber. Unloading of cars and steamers can be speeded up the maximum by using one tractor and a number of buggies, the lumber being carried away by the Electromobile at the rate of five to seven and one-half miles an hour, making unloading one continuous process. In addition to the lumber bolster the tractor is provided with a coupler for hauling the ordinary four-wheel factory trucks, which adds to the utility of the outfit.

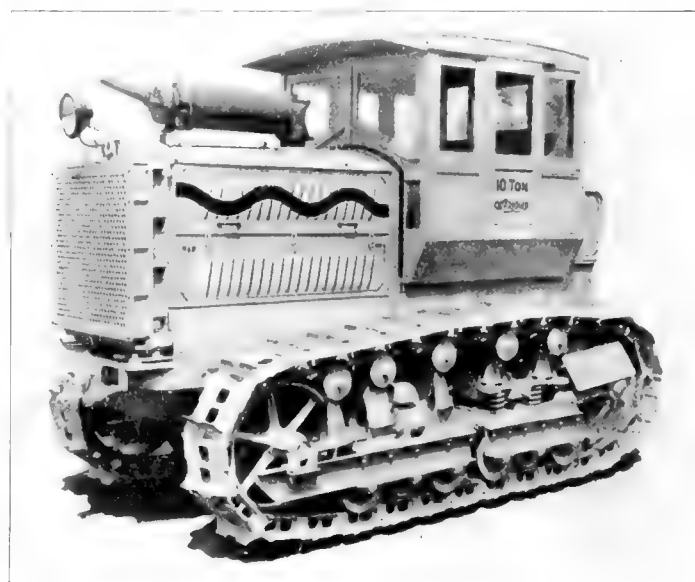
New Caterpillar Northern Logger Out

A new ten-ton "caterpillar" tractor, referred to as the "Northern Logger," and especially adapted to conditions encountered in logging operations in the Lake States and other regions of severe winters, has just been put on the market by The Holt Manufactur-



Koppel's Latest Lumber Handling Machine

ing Company. This tractor represents one of the most refined pieces of machinery ever introduced in the northern woods. It is not merely a tractor, but is the result of a careful study of the northern lumberman's problems. Those looking at the photograph published herewith will notice that the track is cut out in the center. This makes it possible for snow, ice and trash to be forced out through the opening by the sprockets rather than become wedged between the track and the sprockets' teeth. Another very noticeable improvement in this model is that the grouser or ice lug is now made an integral part of the track shoe. It is cast solid with



The "Northern Logger"

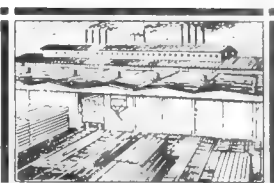
the shoe and is made of the same hard metal that the shoe is made of, and it will wear as long as the track shoe and that is going some.

Every possible convenience for the operator has also been provided, which include the enclosed cab with sliding door, the glass doors for ventilation purposes, a hood and frost fan for the radiator, crankcase guard and muffler.



YARD AND KILN

A Section Intended to Promote Efficiency and Economy in Lumber Drying



Questions and Their Answers

From time to time we receive inquiries from our readers who have problems to solve pertaining to the yard or to their kilns, of which those herein printed are a fair sample. In the past we have generally answered direct, by mail, those questions with the solution of which we were familiar, and have referred to some of our expert friends, those which required special information.

We will henceforth print as many of such inquiries, and the proper solution of the problems which they represent, as will prove of general interest, and in this we hope to arouse discussions of the more important subjects, thereby serving a greater number of our readers.

We invite the sending of questions to this department.

Question 3—Vacuum Return System for Heater Coils

Our engineer always tells me that if we had a "Vacuum System" on our steam pipes in the kilns I would be able to keep my kiln temperatures absolutely uniform without cussing his end of the game, but I have never yet been able to get him to explain to me just what such a "Vacuum System" is and how it works, and why it would be better than our old steam traps are, if the engineer is not too lazy to keep them in order. Will you please tell me all about it so that I shall learn something, if the engineer is right, or shut him up, if he is wrong?

Tom.

Answer to Question 3

Your friend, the engineer, is right in boosting the Vacuum System. It is very desirable, but such a system alone would not necessarily enable you to maintain uniform kiln temperatures. A few other things must be "right" in the combination. We had better explain in full:

Your steam coils probably are of the "Header" type and are operating on the "Gravity" system, that is, the steam is supplied to the high end of each coil and in giving up its heat condenses to water, which flows down through the heater pipes to the return header, which is much lower than the supply header. From this return header the "condensate" as it is called, flows to the steam trap, into which a number of such heater coils may be discharging at the same time. To prevent interference, by steam backing up into the several coils from any other coil, check valves are placed at the outlet of each, between the coil and the steam trap. This steam trap is so arranged that it will pass the water readily, but will close tight when steam strikes it. If it were not for this action of the trap, the steam would rush through the heater coils and out into the return line, eventually finding its way to the atmosphere, but before doing so, it would equalize the pressure between the return line and the supply, thus interfering with the free discharge of the condensation or condensate coming from the heater coils.

But even if you have a good trap, in good order, you may find difficulty in discharging the water from same, if any point in the discharge pipe which carries the water from this trap, or several of them, back to the boiler plant or other point of its final disposal, should be higher than is well within the lifting power of the steam pressure at the trap, which latter should always be located at least 12" lower than the low ends of the heater coils. For instance, if the steam pressure coming to your coils were 4 pounds on the gauge, then the pressure at the trap may be only about 3 pounds, in which case this pressure could discharge the water driven by it from the trap, only to a height of about 6', and no higher, and if the pipe were raised higher at any point, the water would back up in the heating system and refuse to flow out, unless the steam pressure were raised.

Now if, for instance, your friend, the engineer, were to furnish you with steam of irregular pressure, this latter could easily drop below the minimum necessary to free your coils of the condensate, and consequently the kiln temperatures would drop, until the steam pressure is restored to the point where it may overcome the weight of the water and force it out of the system. This is one of the conditions which the Vacuum system remedies definitely.

There is another condition which frequently and seriously interferes with the continuity of the removal of the condensate from the heater coils and the return connections, and that is the air in these pipes. Whenever a heater coil is shut off for a time, short or long, it condenses the steam which fills it, forming a vacuum, and this in turn draws the coil full of air. When steam is again turned into this coil it must first expel this air before it can become fully active on the full length of the coil.

Being heavier than the steam, this air will be gradually pushed toward the lower end of the heater coils, into the return headers, into the pipe connections between these headers and the trap itself. Now, since the steam trap cannot pass this air, it would remain locked in the system, compressed to the same pressure as that of the steam, and it would cause disturbance in two directions. It would prevent the steam from acting fully on the entire heating surface of the coil, especially at its lower end, thus lowering the temperature in that part of the kiln, or it might completely prevent the passage of the condensation from the heater to the trap through the air-locked pipes, or if not entirely so, it would make the discharges intermittent, all to the detriment of the drying lumber.

Inter-Association Arbitration Idea Advances

(Continued from page 28)

of a plan of procedure to be followed in inter-association arbitration cases. This plan was based on that adopted by the American Wholesale Lumber Association. He reported that his committee had spent several months in making an exhaustive study of the subject in connection with which it had ascertained the views of many practical lumbermen and secured the advice of several eminent authorities on arbitration outside the lumber industry.

Considerable discussion of the plan followed, with the result that it was recommended that each association adopt the following provision as a part of its By-Laws, Sales Code or Code of Ethics, with such slight modifications as may be found desirable:

In case of a dispute between a member of this association and a member of any other association, arising out of a business transaction involving lumber or other forest products, and upon notice in writing to the secretary of this association that arbitration is desired, this association shall, with the approval of its member, express its willingness to submit such differences to a joint arbitration committee consisting of two persons, one to be appointed by each association, and in the event of the failure of these two to agree they shall call in a third party. The joint arbitration committee thus selected shall establish its own rules of procedure. The decision and award of a majority of the committee shall, in all matters before it, be final and binding.

Whenever, by notice in writing to the secretary of this association, application is made for arbitration, either by, or on behalf of a member of this association or by a non-member, who is a member of another association, or through the secretary of any co-operating association, the secretary of this association shall forthwith use his best efforts to reach an agreement between the parties to submit the dispute to arbitration. This association shall, with the approval and consent of its member, appoint the arbitrator hereinbefore mentioned.

This recommendation includes the provision that the Arbitration Committee in rendering their decision be requested so far as possible to comply with the following suggestions:

(a) Set forth clearly and in as much detail as may seem essential, all

the FACTS in the transaction leading up to the dispute.

(b) Clearly and fully bring out each and every disputed point involved, stating the respective contentions of the parties with respect thereto, and the reasons assigned by each therefor.

(c) Show definitely and clearly what disposition was made of each and every disputed point, stating fully the reason therefor.

(d) State fully and clearly what the final decision is, how it is arrived at, if not already fully explained, and precisely what is to be done and by whom, in order to fully comply with its terms. In case the award is in money, state the date from which interest is to be calculated and at what rate.

Finally, it was determined to provide for a permanent Inter-Association Arbitration Committee, whose duty it would be to urge the adoption of the foregoing recommendations and to keep in touch with developments in connection therewith. Mr. Hinckley was unanimously chosen as chairman of this committee. It was also provided that its membership should consist of all those present at this meeting, and in addition such others as may, from time to time, show a sufficient interest in this work to justify their addition to the personnel of the permanent committee.

While the plan recommended is very simple and does not provide for as thorough and systematic handling of cases as does that of the American Wholesale Lumber Association, and for that reason may not appeal to many who prefer something more definite and comprehensive, especially in important cases, it is considered a step in the right direction, inasmuch as it will have a tendency to create further interest in arbitration and its more general adoption.

The A. W. L. A. will proceed as heretofore to handle cases referred to it under its own plan.

Pertinent Information

Pennsylvania Organizes Remarkably Efficient Forest Fire Fighting System

Pennsylvania now has a forest protective organization that surpasses all other State and National fire-fighting forces, according to a statement sent to Gifford Pinchot, the State's Chief Forester, by the U. S. Forest Service. Nowhere in the United States has so complete a plan been perfected for the prompt detection and extinction of fires, and for the inspection and elimination of hazards.

An appropriation of \$1,000,000 by the Legislature for forest protection has made it possible for the Department of Forestry to purchase and erect 50 steel forest fire observation towers. Most of these towers are sixty feet high, and they have been put up on the highest mountain tops in the State.

Eighteen other steel towers were previously erected, giving the Department of Forestry sixty-eight stations from which observers may detect and locate forest fires. Everyone of the towers is connected by telephone with men in nearby communities whose duty it is to respond with a crew of men to attack the flames when fire is discovered.

Roads and trails have been constructed in many of the State Forests, so that the remote sections are now more accessible to foresters and their fire-fighting crews. Each forest district has been divided into blocks of forest land, extending from 50,000 to 150,000 acres. Each area is in charge of an inspector, each tower is manned by a towerman, fire bosses have been selected from the best fire wardens located at convenient points for the suppression of fire.

Fire crews have been organized, equipped and trained so that they are ready immediately to respond when calls come to the fire bosses from towermen or inspectors. Patrolmen and wardens are other units in the fire protective organization.

This organization, heading in the office of each District Forester, has given Pennsylvania a systematic plan for the prevention of forest fires that is far better than anything of a similar nature that has been attained in this country.

The State's forest fire fighters this summer were equipped with modern appliances. The Department of Forestry has supplied them with 1,000 compressed air tanks, which will spray water onto flames. Four gasoline water pumps have been given to Foresters in districts where they can be used advantageously. For back-firing 3,500 torches were provided, as well as 3,000 collapsible pails, 1,200 hand axes, 1,000 double-bit axes, and 5,000 cantens, and 5,000 specially constructed fire tools were distributed to the men who will protect forest lands from fires.

In the past the only equipment forest fire fighters had were the crude implements they took with them. Sometimes the men depended upon

forked sticks, or branches of green pine or hemlock. Now the men are properly equipped with the best fire-fighting tools that can be provided.

In some of the State Forests, where conditions are favorable, strips of bare soil have been made through the centre of all woods roads and trails. These strips of exposed mineral soil will permit rapid setting of back-fires, and, if a strong wind is not blowing, will also prevent surface fires from crossing trails. The strips were made with shovel plows, such as were used by the early settlers breaking new ground.

The American Lumber-Jack, a Vanishing Species, Here's to Him!

The David Crockett of the ax and peavy, where is he? R. R. Fenska, professor of forest engineering at the New York State College of Forestry, throws a flash upon the screen of memory of this picturesque American who has been crowded into oblivion by the march of events.

"He was the product of the pioneer lumber days," said Prof. Fenska. "Husky, brawny, easy-going, big-hearted and could 'Rassle rum or give a twenty to a bum.' His loyalty to 'The Boss' was unsurpassed although his living conditions were tough.

"In the spring when logging ceased, he and his winter 'roll' were easy victim of poker sharks, whiskey and vampires and at the end of a week's spree would have to seek a job on the spring log drive on the river and do it all over again when he got another 'stake.'

"He originated in the east reaching a great luxuriance in New York right after the Civil War and like the wild game, he was crowded by the retreating fringe of the forest, farther and farther into the wilderness of the west. He flourished in the lake states during the white pine days of the '80s. The old timers in the Adirondacks, in Michigan and Wisconsin still speak with great pride of some of their dare-devil feats in the woods or on the river. Many of them found fame in song in the bunk-house during the long winter nights, like the famous Paul Bunyan, their mythical superman, whose exploits were always recited for the benefit of the greenhorn just in camp:

'Paul Bunyan, you have heard of Paul,

He was the King-pln of them all,

He had a punch in either hand

And licked more men and drove more miles,

And got more drunk in more new styles,

Than any Peavy-prince, before or then, or ever since.'

When the white pines of the northern lake states began to disappear some of the old lumber-jacks followed "The Boss" down into the southern pinneries but the climate and environment were seldom to their liking and he soon drifted to the west, the last frontier. Here it was a new game to him for donkey-engine, flume, and over-head cable skidding had replaced the horse, the sled-haul, and the annual spring drive. He adapted himself to new conditions, as best he could, but he would unquestionably welcome back the adventure of the old days.

While a few of the typical lumber-jacks are still found in the west, like our American buffalo, they are fast disappearing. When we sing praises to the men who have developed our natural resources don't forget the old American Lumber-Jack, he was a good soldier in time of war and a hard working, reliable, horny-handed citizen in time of peace. "He did his dam'est, Angels could do no more."

Building Mill on Former Vanderbilt Estate

According to information received in Baltimore, Md., from Pisgah Forest, N. C., the Carr Lumber Company, located at that place, is building a large planing mill with hardwood flooring unit. The corporation operates on what was formerly Baltimore, the famous Vanderbilt estate. It is believed that the land now being developed will be reforested when the timber thereon has been cut.

Edward P. Gill Succumbs to Long Illness

Edward P. Gill, head of Wm. D. Gill & Son, Inc., Baltimore, Md., died on December 19 after an illness extending over six years or more. He first was almost crippled with an attack of rheumatism, but by dint of following carefully a rigid course of treatment at Atlantic City and elsewhere made such progress that he was able to get about again. Some time ago, however, he grew much worse, and had to be operated upon. For weeks thereafter he showed gratifying gains, but complications set in and several blood transfusions were resorted to, though without permanent success. Mr. Gill was a son of the late William D. Gill and a brother of Col. William D. Gill, Jr., one of the best known members of the trade here. A special meeting of the Baltimore Lumber Exchange has been called to take suitable action.

New Dates for Kiln Drying Courses

The Forest Products Laboratory announces that with the giving of dry kiln courses in the west, only two courses will be offered at Madison Wis., during the next six months. The first will be held January 16-27, 1922, and the second June 5-16, 1922. Arrangements are under way to give several kiln drying courses in the lumbering centers of the pine, fir and redwood regions of the western states, where much interest is being exhibited in a kiln drying program.

Enrollments for the Madison courses are being received now and application should be made to the Director, Forest Products Laboratory, Madison, Wis.

November, 1921, Building Statistics Show Ninety-eight Per Cent Gain Over November, 1920

November building statistics from 204 cities considered in the light of present basic conditions unqualifiedly present the most optimistic case for construction offered by any November since the memorable November which gave the world an armistice.

These statistics as reported to The American Contractor show a ninety-eight per cent gain over the corresponding month of 1920, which, in turn, showed a fifty per cent loss from the eleventh month of 1919. This puts 1921 figures practically on a par with 1919 and double those of 1920.

False Prosperity in 1919

To get the true meaning of what this means, we must consider the underlying conditions of the three years. In November, 1919, we were afloat on an artificially made sea of prosperity. There was constant play for higher and higher wages by building trades which were not strong enough in numbers to fill the jobs, and consequently the condition was one of bidding for man power which constantly diminished in productive efficiency. The projects undertaken were largely for industrial purposes, and all industry was in the position of the small boy at the feast—eyes were bigger than stomachs. At the very time the prosperity was at its height there was universal warning of its artificial and insecure basis. Therefore, a measure of building permits in November of that year did not mean much in light of the fact that all industry was riding to its fall. Specifically, the value of the permits themselves was on the inflated basis of the times. A dollar in November, 1919, did not go far.

November, 1920, Showed Reverse Motion

How different was the situation in 1920's eleventh month. Part of the deflation of general business had been weathered. The price of building materials had shrunk and shrunk from its peak level. Labor was on the eve of shrinking and was picking up in efficiency in direct ratio to the situation which was fast becoming more men than jobs. The situation was a reversal of the 1919 situation. But in November, 1920, the mass of building permits had shrunk also until the net result from 203 cities reported to The American Contractor was \$74,098,500, as against \$151,070,308 from the identical cities in 1919.

Which November bore the most promise—the November with the large volume of permits, or the November with the small volume of permits? Agreeing that November promises are in the nature of things promises for the ensuing year, we do not need to speculate which year's eleventh month held the most promise, for the results of the succeeding year in each case stand on record. The records show that November, 1920, with its small volume of permits held the most promise. The reason why has been gone into and the evidence is written in the constantly picking up volume throughout 1921.

Prospects for 1922 Are What?

Now we stand at the eleventh month of this year, and we want to know the promise for 1922.

The prospects for 1922 are basically better than they were in either 1919 or 1920. We have no discernible era of erratic inflation ahead. That period with its inevitable period of contract breaking in all business lines and contract deferring and permit shelving in the building industry has been weathered. We have been building up throughout 1921 on a sound basis. There has been no spectacular boom, but much building activity has been going on as statistics and actual observance show to anyone. There is no good reason for much contrast deferring and for permit shelving while business is on its present basis, and the very favorable volume of permits speaks for itself.

The November total from 204 cities is \$148,593,588.

Figures for the last three years as of the month of November are as follows:

	Number Cities	Number Permits	Valuation
November, 1919.....	203	31,754	\$151,070,608
November, 1920.....	203	28,343	74,098,500
November, 1920.....	204	28,647	74,901,409
November, 1921.....	204	42,826	148,593,588

Prices Up or Down

Of much significance in the above tabulation is the fact that whereas the valuation of 1921 permits is very slightly under that of 1919, the number is relatively much greater. This is readily accounted for by the fact that so big a per cent of 1921 construction is of residential nature. Contracts awarded during the month of November north of the Ohio and east of the Missouri rivers show that 47 per cent of the total volume of awards was for this class. Now is there any logical reason for the volume of residential construction to drop off next year? The demand is still potent, being merely scratched and with rental returns not vitiated by new building. If prices of materials should drop radically everyone agrees that the speculative builder would swamp the available power of contractors, because there would be such a rush. But such a boom condition would not mean as much real impetus to the building industry as a more steady volume of construction. If material prices shade upward in the spring, as some authorities maintain they will, then, as in every case of rising prices, more buying will be done and an appreciable impetus given to all industry. No matter which way the balance swings, it looks propitious for a steady volume next year, which may well out-total the aggregate volume for this year, which, as we all remember, started lean.

Clubs and Associations

Louisville Indorses Southerners

The Louisville Hardwood Club recently indorsed T. M. Henderson, Nashville, and Charles E. Cotterill, of Atlanta, for the Interstate Commerce Commission, in event President Harding does not re-appoint two members whose terms expire on December 31, the local hardwood men hoping to get some Southern men on the commission if possible.

St. Louis Exchange In Good Condition

W. W. Ding of Garetson-Greason Lumber Company, St. Louis, who is chairman of the membership committee of the Lumbermen's Exchange, says the membership of the Exchange has shown a healthy growth this year, all things considered.

O. A. Pier, secretary of the Exchange, said the Exchange closes the year in first class shape in every way, financially and otherwise. The number of members at the present time is about eighty.

Evansville Manufacturers Nominate Woodworkers

The Evansville Manufacturers' Association will elect directors on January 11, and the following have been nominated for the directorate: Daniel Wertz, of the Maley & Wertz Lumber Company; Alvin V. Burch, of the Blount Plow Company; Samuel G. Clifford, of McPerson & Foster, box manufacturers; J. J. Morris, of the Bucyrus Steam Shovel Company; Lynn McCurdy, of the Hercules Buggy Company; B. J. Noelting, of the Faultless Caster Company; George E. Reichmann, of the Evansville Furniture Company; Harry H. Schu, of the Crescent Furniture Company; Neal Sauer, of the Cottage Building Company; Arthur Trimble, of the Vulcan Plow Company; B. F. VonBehren, of the VonBehren Manufacturing Company; George O. Worland, of the Evansville Veneer Company, and others.

The plant of the Blount Plow Company of this city, after being shut down for a number of months, has resumed operations with a good-sized force and it is expected the plant will be operated steadily from this time on. Plow manufacturers of this city are taking a more optimistic view of the trade situation than they did a few months ago and it is believed that 1922 will bring in a larger volume of business than this year.

Southern Hardwood Traffic Announcements

The following announcements relative to lumber traffic matters are made by the Southern Hardwood Traffic Association:

In addition to the general fight for lower rates on hardwood lumber now pending before the Interstate Commerce Commission, the association is "making progress with a complete individual readjustment of hardwood rates from southwestern territory to upper Ohio river crossings." The Missouri Pacific system, it points out, has already announced substantial reductions, and it expresses the belief that it will be able, in a short time, to announce that other lines have followed suit.

The New Orleans offices of the association have secured a reduction of 8 cents per hundred pounds, from 42 to 34 cents, on lumber, cooperage stock, etc., moving from points on the Kansas City Southern between Siloam Springs, Ark., and Brushy, Okla., to New Orleans, effective Dec. 31, 1921.

The association is advised that the following lumber articles do not have to be marked, when exported from the United States to Canada, to show country of origin: Cedar posts, club turned spokes, rough lumber, dressed lumber, telephone and telegraph poles, railway ties, flooring, veneers, staves, heading and hoops.

It points out, however, that shooks *must* be so marked as to show the country of origin when exported to Canada.

He is survived by his wife, two sons and four daughters.

Knoxville Club Elects Officers

At the regular meeting of the Lumbermen's Club of Knoxville on the second of December the following officers were elected for the year 1922, to take office Friday, December 6:

Elected: Succeeds:

President—Harry C. Kopcke, J. M. Logan.

Vice-President—W. M. Van Harlingen, L. H. Shaffer.

Secretary—Malcolm Miller, U. S. Andes.

Treasurer—J. W. Andes, F. R. Stair.

Meetings of the club are held on the first and third Fridays of each month at noon at the Business Men's Club. Lunch is served, followed by a business meeting and open discussion.

Convention Dates of A. W. L. A. Are Set

The directors of the American Wholesale Lumber Association, Chicago, have decided on Thursday and Friday, March 9 and 10, 1922, as the dates for holding their second annual convention. The sessions will be held in the gold room of the Congress Hotel in Chicago.

The directors and several committees will hold conferences in the hotel on Wednesday, the 8th, and the new board of directors will probably remain over for an organization meeting on the morning of Saturday, March 11.

Plans are already under way for several special features which bid fair to make the convention one of extreme value to those in attendance.

MAHOGANY

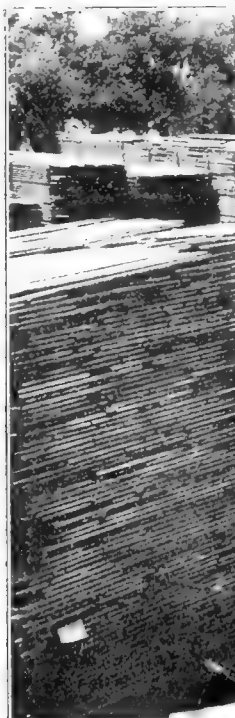
THE
FREIBERG
MAHOGANY CO.

CHICAGO OFFICE
M. S. Johnson
39 W. Adams St.

GRAND RAPIDS
Geo. A. Baker
Hotel Cody

LUMBER AND VENEERS

THE FULL VALUE OF OUR CLEAN, WIDE
BOARDS IS PRESERVED THROUGH CARE-
FUL HANDLING AND PILING ON OUR
MAHOGANY YARD AT NEW ORLEANS, LA.



Joe Thompson Heads Memphis Club

Joe Thompson, head of the Thompson Katz Lumber Company, will serve the Lumbermen's Club of Memphis as president during 1922. This was decided at the annual election of officers held at the Hotel Gayoso Saturday evening, December 17, when he defeated Frank T. Dooley, of the F. T. Dooley Lumber Company, his opponent for the highest office in the gift of this organization.

Other officers chosen at the same time were: First vice president, T. E. Sledge, May Bros.; second vice-president, L. H. Pope, L. D. Murrelle Lumber Company; secretary-treasurer, J. T. Kendall, Richards Hardwood Company; directors, M. B. Linsler, Talahatchie Lumber Company; J. F. Mingea, Stillions Mingea Lumber Company, and E. A. Neely, Frank A. Conkling Lumber Company.

The Blue ticket elected its standard bearer, Mr. Thompson, and one director, E. A. Neely. The Red ticket captured everything except the first and last-named men thereon. J. T. Kendall, elected secretary-treasurer, was the nominee on both tickets.

The election was one of the most novel in the history of this organization. The campaign, scheduled to run one week, was cut to one hour on account of the death of the father of Mr. Dooley. Electioneering did not begin until six o'clock Saturday evening, while the polls opened at

7 p. m. But into that brief hour was crowded the most notable activity ever seen here, with all sorts of new "stunts."

One of the most original was the parade of the entire blue ticket, including the nominating committee which placed the candidates in the field, through the main dining room, the mess-nine foyer, the lobby and other parts of the hotel behind a band of musicians that certainly knew how to make a noise. Every man in the parade proper was clothed in blue garb, representing the outfit of foremen, sawyers and other employees in the lumber game, with caps to match. The name of each was blazoned on a piece of cardboard pinned across the cap and every man marched "lock-step." It was the feature "par excellence" of the occasion.

F. T. Dooley, who set a hot pace for Thompson

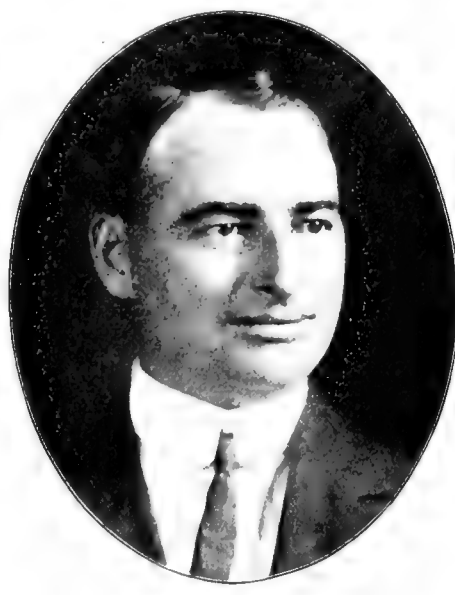
Slogans of every sort abounded, the walls being fairly placarded with these. Red and blue balloons, filled with gas, rested against the high ceiling of the big auditorium, while Joe Thompson, with the assistance of his campaign committee and associate nominees, actually performed miracles with water and a few chemicals illustrating the impossibility that their opponents should triumph over them. The red candidates carried out their color scheme with red coats and hats to match.

A delightful buffet luncheon was served during the evening while the ballots were being cast and while the votes were being canvassed.

The newly elected officers will be inaugurated at the first meeting of the club to be held in 1922. At the same time the present administration will submit a record of its achievements and step down and out.



Joe Thompson, the successful candidate



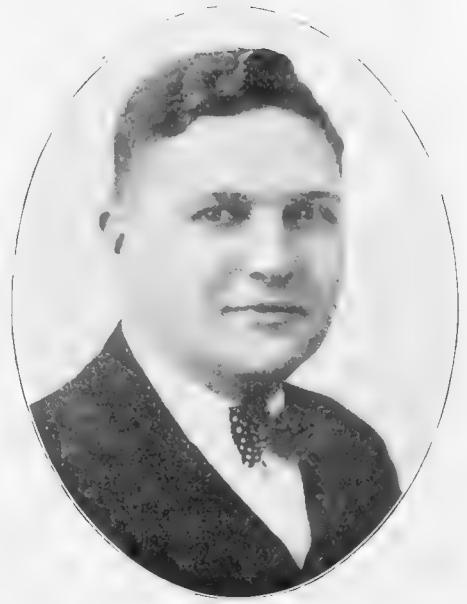
F. T. Dooley, who set a hot pace for Thompson



H. Brooke Sale, President



C. B. Allen, First Vice-President



Earl Morrison, Third Vice-President

Merger of Veneer and Plywood Bodies Proposed

H. Brooke Sale Elected President of National Veneer & Panel Manufacturers' Association; Makes Acceptance Contingent on Willingness of Members to Pay Their Share of Fund for Nation-Wide Advertising Campaign

Arrangements which are almost certain to result in a merger of the National Veneer and Panel Manufacturers' Association with the Plywood Manufacturers' Association, with a paid secretary for the consolidated organization, together with arrangements to collect the funds pledged by the former association to a nation-wide advertising campaign, were the chief accomplishments of the annual convention of the National Veneer and Panel Manufacturers' Association, held at the Auditorium Hotel, Chicago, December 13.

A committee headed by H. E. Kline of the Louisville Veneer Mills, Louisville, Ky., co-operating with the officers of the association, and the publicity committee, was authorized to negotiate with the Plywood association for the merger and report the result of its efforts at a subsequent meeting of the National association, to be held coincident with the annual meeting of the Plywood association, which will take place in Chicago some time in March.

The same group was authorized to collect the funds due on the advertising campaign. This latter action was taken on the motion of Thos. D. Perry of the Grand Rapids Veneer Works, following the refusal of H. Brooke Sale, vice-president and treasurer of the Hoffman Brothers Company, Fort Wayne, Ind., to accept the presidency, to which he had just been elected, until adequate provision should be made for the discharge of the obligation incurred by the association when it inaugurated the advertising campaign and subsequently confirmed its action and pledged itself to raise one-half of a total of \$50,000 to defray the expenses of the campaign.

The annual meeting disclosed the fact that while the Plywood Manufacturers' Association has already raised some \$15,000 of its share of the fund, nothing has been collected by the National association.

Mr. Sale said that he did not feel that it would be just to himself to accept the leadership of the organization if it were going to repudiate this obligation.

The members of the organizations which are to conduct the campaign are to be assessed on the basis of $\frac{1}{4}$ of 1 per cent of their sales during the year from June 1, 1920, to June 1, 1921.

Before the close of the meeting a "Round Robin" was put in circulation to get the signatures of members willing to pay their share of the publicity campaign assessment. About a dozen had signed it at the close of the meeting.

The officers elected to serve with Mr. Sale are:

First Vice-President—C. B. Allen, Allen-Eaton Panel Company, Memphis, Tenn.

Second Vice-President—E. I. Ross, Medford Veneer Company, Medford, Wis.

Third Vice-President—Earl Morrison, Pearl City Veneer Company, Jamestown, N. Y.

Treasurer—E. H. Defebaugh, Chicago.

Secretary—Howard S. Young, Indianapolis, Ind.

B. W. Lord of the Chicago Veneer Company, who has been the association's counsellor to the Chamber of Commerce of the United States for two years, was again asked to serve and accepted.

Knight Proposes Merger

The very important question of consolidation was broached by E. V. Knight of the New Albany Veneering Company and the E. V. Knight Plywood Sales Company. Mr. Knight started out with a reference to the importance of an association to the veneer and panel industry, but said an association could not function efficiently without a secretary who could devote more time to the association work than Mr. Young possibly could. Mr. Young's law practice, he said, took up most of his time and more than he could afford to give. He was working, he said, for less than nothing. The association should be so organized, he maintained, that it could employ a man who had the clerical organization and the

time to devote to a secretaryship. He suggested M. Wulpi, commissioner of the Plywood association, as the kind of man that should be employed. Mr. Wulpi, he said, was prepared to direct the association affairs efficiently.

As an example of how unsatisfactory the present arrangement is, he pointed out that the National Veneer & Panel Manufacturers' Association had failed to subscribe its share to the advertising fund, while on the other hand the Plywood association had long ago financed its pro rata of the fund.

Immediately after his short, convincing talk, J. T. Horne of Tuscaloosa, Ala., retiring president, who was in the chair, appointed the committee, which Mr. Kline heads. He named Mr. Sale and H. J. Barnard of the Central Veneer Company, Indianapolis, Ind., as members of the committee to serve with Mr. Kline.

The discussion of the publicity proposition took up a good part of the afternoon session and was opened by G. O. Worland of the Evansville Veneer Company, Evansville, Ind., chairman of the publicity committee, who reported the completion of all the preliminary work of the campaign and urged that the association come forward with its share of the money in order that the work might be carried forward. He urged the importance of taking this action promptly, in order that the momentum gained by the many columns of free publicity given by the various trade journals in the veneer and plywood and allied industries might now be capitalized. He also urged the necessity of prompt action from the viewpoint of 1922 business, showing that a strong publicity effort is necessary in order to insure a satisfactory volume of business during the year.

Clendenin Makes Stirring Report

Mr. Worland was followed by William Clendenin of the Conover-Mooney Company, which has the contract to conduct the campaign. Mr. Clendenin made a really inspiring report, which carried a punch from beginning to end. He said that the preliminary work had been completed with remarkable success and the greatest collection of art and technical data ever brought together in support of a commercial product had been secured for use in the campaign. The trade papers had aided magnificently, giving column after column of space to finely illustrated articles. Other journals had done the same and the industry had thus secured publicity of incalculable value without cost. But, he said, the stage had been reached where display advertising had to be used, or the good effect of the preliminary work would be wasted. He urged that the association members get together and prepare to go on. "The time to start is now," he said. "You must stand up for veneer and plywood and tell the public now." The men who are handling the campaign are ready to show the public that the finest furniture extant is veneered furniture, he said. They are ready to begin with an offer to the public of a free booklet on the classics of furniture, showing the classic value of veneer.

He concluded by reading a letter from Printers' Ink, that great journal of advertising, in which it was stated that the data secured for use in the campaign was the finest the editors of that publication had ever seen. This letter was written to acknowledge receipt of an illustrated article on the campaign, furnished by the Conover-Mooney Company for publication in Printers' Ink.

Mr. Mooney, president of the Conover-Mooney Company, followed Mr. Clendenin with a brief and forceful appeal for immediate action.

When he had finished President Horne arose and stated that as he saw the situation there was no question of going on with the campaign—that had been settled—the only thing left to be determined was the matter of a method for raising the delinquent funds. He found out from Mr. Worland that 285 letters urging subscriptions to the campaign had been sent out to the members and others, and that these had failed to bring any response from the members, though outside organization, such as the Perkins Glue Company, had contributed liberally. The Perkins Glue Company, he was told, had contributed \$1,000.

Will Win Traffic Case

During the morning session C. B. Allen made a report for the Traffic Committee on the fight for more favorable rates on veneers and plywood, which is being conducted for the association by the Southern Hardwood Traffic Association. His report covered the hearing in Louisville November 21 to 25 before Examiner Cassidy of the Interstate Commerce Commission. The witnesses for the association, Mr. Allen said, conducted themselves admirably and delivered some most effective testimony. The hearing was continued at the request of the association, because it was found that the railroads were trying to close the case before all the witnesses for the complainants could be heard. By lengthy cross-examination they held various witnesses on the stand so long as to preclude the possibility of others being properly examined. The subsequent hearing will be before the same examiner in Chicago.

"As the case now stands," Mr. Allen said, "we are reasonably sure of a favorable decision." There is no reason, he explained, why a premium should be paid the railroads to haul figured veneer and plywood when no other industry pays for the hauling of its products by grades instead of weight. The carriers have merely made "goats" out of the veneer and plywood manufacturers, because they had not been properly organized to resist the discrimination against them. The association had to be kept in shape, he said, where it could protect its interests.

It will be necessary for the association to raise about \$750 more to complete the fight for the lower rates, he said. The Plywood association has already put up its share of the expense.

Mr. Allen reported for D. E. Kline of the Louisville Veneer Mills, chairman of the committee, who was unable to be present because of illness.

One of the most interesting events of the meeting was an address delivered by Richard Lee of Chicago, president of the Associated Advertising Clubs of the World, who discussed the efforts of the association, through its National Vigilance Committee, to increase public confidence in the furniture business by the standardization of the terms of the trade along lines that tell the truth about furniture.

Mr. Lee explained that the standards adopted at the Cleveland meeting on November 8 and 9 were nothing more than suggestions made to establish a basis from which the furniture, plywood and other industries involved might work out proper standards. He emphasized the fact that the Associated Advertising Clubs accomplish their ends always through co-operation. They leave it to an industry to develop a code of standards which the clubs can adopt. The term "Built-up," which the Cleveland conference saw fit to adopt to describe plywood and veneer products, might not be as good as either of these terms, he declared, and was not a mandatory definition. It would probably not have been adopted if the industries concerned had been there to speak for themselves. It is now up to these industries to co-operate so that suitable terms can be worked out. The clubs will adopt and support any terms agreed upon by an industry which conform to the ethical standards of clean business which the clubs stand for.

Mr. Lee's description of some of the typical battles the Advertising Clubs of the World has fought to do away with shady business practices and practitioners held the rapt attention of the members, because these descriptions were as interesting as any of the most stirring of the Rufus J. Wallingford adventures.

No High-Handed Methods

In working for high trade standards the National Vigilance Committee of the Associated Advertising Clubs of the World is working for truth in advertising and better business conditions, Mr. Lee explained. The committee is not a critical body, he said; it is not destructive but constructive, and it works from the inside and not from the outside. "Nothing is going to be shoved down your throats," he said.

Then he explained that at the Cleveland conference on November 8 and 9, where suggestions for furniture terms were made, including the suggestion to call veneer and plywood "Built-up,"

(Continued on page 38)

ALGOMA *the Better* Plywood

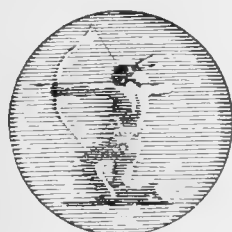


Circassian Walnut! It's been like opening a Captain Kidd treasure chest to cut these rare logs at Algoma—like lifting the lid on precious gems to see the surpassing beauty of graining opened before our eyes.

Frankly, these logs have exceeded even our hopes and expectations—they will surpass yours. Circassian Walnut has been off the market since 1914. However, the quality of the logs we are now cutting amply rewards us for the seven long years we have waited.

We take justifiable pride in having secured this shipment from far Caucasus—and the finest skill of our workmen is called upon to bring out the fullest matching possibilities of this supreme wood.

Circassian Walnut panels—Algoma made—are ready for you in any size you wish to order.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

Merger of Veneer and Plywood Bodies Proposed

(Continued from page 36)

was open to all, and it was the fault of the plywood and veneer manufacturers that they did not have representatives on hand to present their own ideas as to the best term to use.

The reason for all this work, he said, is public confidence. The Advertising Clubs want to keep business clean and advertising clean in order that the public's confidence in advertising will not be weakened nor destroyed. "Public confidence means everything now," he said. "The public be-damned policy is dead. It died fifty years ago."

Advertising, he said, is the greatest selling force business has. Advertising is the great "Mass Salesman," and consequently it is all-important that it be kept in good repute. The misuse of advertising by even a few, he declared, casts the shadow of suspicion over all advertising, and consequently destroys the drawing power of this greatest of all "Salesmen."

The suggestion that the Vigilance Committee interest itself in the standards of the furniture industry came from John L. Young, president of the National Retail Furniture Dealers' Association, Mr. Lee said. The committee accepted the suggestion, because it had observed the furore created in the industry by Attorney Hawke of Cincinnati and saw that there might be some need for improving the standards of the industry, or, at any rate, reviewing the situation.

Incidentally, Mr. Lee mentioned the fact that the Vigilance Committee has stopped Mr. Hawke's efforts to "clean up" the industry.

Two Valuable Economic Addresses

The veneer and plywood manufacturers heard two valuable addresses on economic conditions. The first of these was delivered by A. C. Babize of Chicago, publisher of Investment News, and the second by John N. Van der Vries of Chicago, Central District Secretary of the Chamber of Commerce of the United States.

Mr. Babize viewed the business situation in a most hopeful light. He referred to the fact that business conditions move in economic cycles—in which prosperity and hard times, inflation and deflation, alternate. We are rapidly drawing out of the quadrant of depression, he said, and are going to enter the quadrant of prosperity much sooner than most of us suspect. He predicted that before the year 1922 is out the country will have arrived at a period of extraordinary prosperity, from which all of us will most assuredly benefit. Deflation has already been completed by the raw materials industries, with the exception of steel and coal. The business man has deflated and the next great deflation will be in the field of labor. When labor, coal and steel have been deflated, then the new era of prosperity will come. Labor is already, he said, showing a disposition to accept its share of the burden placed on the country by the war; labor is listening to the voice of reason.

Mr. Babize pointed out also that Europe is getting on its feet; that imports into this country from abroad are showing marked increase, revealing that Europe is again at work and producing so that it can buy and sell. The armaments conference is another great hopeful sign. It has already had a remarkable heartening effect on world business conditions, having caused substantial increases in the value of the pound sterling, the franc and the lira. If it were not for the condition of the mark the problem of a recovered Europe would already be solved, he said.

In his address Mr. Van der Vries urged the need for business men to interest themselves in the larger economic and political problems of the country. He made it clear that the welfare of every individual business man is profoundly affected by national taxation, national transportation and other problems. The individual business man is only deceiving himself when he fancies he has no interest in such problems.

It was most significant, the speaker said, that President Harding in his last message to Congress had devoted the greater part

of it to business problems, such as the problem of the over-centralization of industry and the needed decentralization.

Tied up with this problem, he said, is the great problem of distribution. Distribution has not kept pace with the development of production in our country. During the next decade business men of the country will be forced to devote relatively more time to the solution of the problem of distribution than to the problem of production, which has heretofore largely engrossed their attention. The matter of standardization, which has been receiving so much attention from Secretary Hoover, is involved in the distribution problem, he said, and is one of the things that is being attacked to help solve the problem. By standardizing products, thus simplifying production, distribution and transportation burdens are lightened. We have triumphed with our "Yankee ingenuity" and mass production, he said, but we have fallen behind in distribution of our products.

As an example of the need for business men as a whole to interest themselves in the political affairs of the country, Mr. Van der Vries pointed to the development of the "bloc" system of legislating in the Federal Congress. The agricultural bloc, he said, has a program mapped out which proposes to offer a legislative cure for every real and fancied economic or political ill that afflicts the country. And these "cures" may be imposed, whether good or bad, if the business man remains indifferent. The business element of the country must be prepared to assert itself and not permit men of other ways of thinking and other lines of endeavor to impose their undisputed will upon the Government.

"Today it is more vital than ever before," he said, "that the American business man look outward instead of inward."

The resolutions committees, comprised of C. B. Allen, chairman, G. O. Worland and Z. Clark Thwing, reported a resolutions expressing the association's deep grief at the death of the late Robert S. Bacon of Chicago. The resolution was adopted unanimously.

President's Annual Address

The economic situation within and without the industry was carefully examined by President Horne in the annual address with which he opened the convention. The address is as follows:

At our annual meeting one year ago we were all very much depressed as to the business situation and, in fact, there was very little to encourage us. At our semi-annual meeting in July conditions were even worse. Orders which we had on our books were cancelled, and to get new business was almost out of the question. It is true that some of our members and other mills who were not members of the association made prices that were below cost in many instances and did manage to keep their plants in partial operation at least, but the majority of the veneer and panel plants of the country were either closed down entirely or running with a very small force, and I am sure that we are all glad that the year 1921, so far as business conditions are concerned, has passed into history.

While it is a pleasure to do business when we know that after we have taken an order it will be accepted when shipped, it is not a very comfortable feeling when we are always wondering whether or not the order will be cancelled by the time we are able to produce it. It has been impossible to know from week to week just what move to make, and as a whole the year has been a very unsatisfactory one.

But I am glad to be able to say today to you that in my opinion—and I am basing this opinion on the judgment of men of large affairs—we have seen the worst of the business depression and that we are now headed toward a much brighter year in 1922. There have been quite a few important happenings that have taken place during the year that are now having a good effect upon world business and will still have more effect as progress is made in putting into practice the real things that are now in the making.

First of these is the disarmament conference now in session in Washington, to which the civilized world is looking with longing eyes, and from the result of this meeting the world hopes to have a burden lifted from its shoulders such as has never been lifted in the years that have gone.

Second, the settlement of the Irish question, the freedom of a race

(Continued on page 48)

Once There Was A Man Named

John Hancock

AND when he wanted a first class sideboard for his new mansion in Boston (that was 150 years ago) he insisted on veneer and plywood construction.

He knew what he wanted and he got it—plywood and veneer.

John Hancock is no more, but the sideboard still endures, as fine and as substantial as ever.

Therefore we say: that for the best in plywood come to us. In other words—just put your “John Hancock” at the bottom of your next order for plywood and send direct to—

NEW ALBANY VENEERING CO.

E. V. Knight Plywood Sales Co.

Sales Agents.

New Albany, Indiana



OLD FASHIONED
VENEER AND PLYWOOD
Means Guaranteed Quality

Perry's Address Is Feature of Plywood Meeting

The feature of the quarterly meeting of the Plywood Manufacturers' Association, held in Chicago at the Auditorium Hotel, December 14, was the address delivered by Thomas D. Perry, president of the organization. Mr. Perry had the following to say:

"To Plywood Manufacturers' Association:

"Your president has attended two recent meetings of the National Council of Furniture Associations, at which several topics of interest to our members were under discussion. The September meeting at Hot Springs gave opportunity to explain at some length the status of our association glue development, in which a keen interest was evidenced. At this meeting attention was given to the designations or descriptions of different grades or constructions of furniture. Your president took the position that in the group entitled 'Genuine,' and indicated to include both solid and veneered woods, it would be advisable to make a two-line descriptive title, i.e., (G E N U I N E
S O L I D & P L Y W O O D). He felt that long descriptions would seldom be read or remembered, but that the word **Genuine** needed something to clarify and strengthen it.

Plywood Designation

"The same topic was under discussion at a meeting held in Cleveland by the Associated Advertising Clubs, at which the conclusion reached indicated the use of the word 'Built-up,' for one of the grades. It was impossible to attend this meeting, but our preference for the word 'Plywood' was made clear to their secretary.

"At the New York Council meeting in December still further consideration was given to the grade designation and an opportunity was given our association to again register its opinion for the use of the term 'Plywood,' because of its correctness, its general use and the difficulty and confusion attending the use of such terms as 'veneered,' 'built-up,' 'compound-wood,' 'multiple ply,' etc.

"Our Association must vigorously maintain its position on this subject, so that a proper conception may be developed in the minds of the public that **plywood** means several sheets of thin wood glued together, to enhance the beauty and increase the strength.

Plywood Price Deflation

"At the Council meeting at Hot Springs, Cost Counsel W. H. Coye exhibited charts showing the price range of component materials entering into case goods, dining tables and chairs. Plywood was given a line in the two first charts, which nearly corresponded to the lumber line. In September the lumber line showed greater reductions than the plywood line but the last four months have given the lumber line an upward tendency while the plywood has continued its downward course.

Business Prospects Brighter

"The relentless process of price deflation has borne rather heavily on plywood manufacturers, and little interest is evidenced by them in the new tax legislation and the raising of the corporation income tax from 10 per cent to 12½ per cent. On every hand is a revelation that costs must get down to normal, but no one has discovered any sure guide to the location of normalcy. The market on 1½" 5-ply figured tops (I.G.S.) averages around 25 cents and on ¼" 3-ply birch panels (I.G.S.) around 9 cents, but the variations in vigorous competition have run 33 per cent under and the quality grades are securing 20 per cent more than the average. With unstable raw material prices and under-production, it is well nigh impossible to state whether the above averages will enable the manufacturer to get out whole or not. Many shrewd buyers are stocking up heavily on lumber, veneers and plywood, and the two former items have taken a distinct upward turn.

"This is not a time to cast aside costing methods as useless, but to keep them in running order so that they may completely func-

tion again as the volume of production begins to stabilize the overheads.

"Foresight, judgment and nerve will carry us through this period and the worst is apparently behind us.

Finances

"Association finances are decidedly encouraging and the Commissioner and Treasurer have successfully conspired to keep a good balance on hand, nearly \$7,000. There are a few outstanding obligations, on our major programs, but these are being paid as they become due.

Employed Officers

"The Central Bureau has been incorporated and our contract modified accordingly. It makes no difference in our relations with our Commissioner. Cost Engineer Potter's time has been spent largely in the field of furniture manufacturing, preparing articles for publication.

Committees

"The reports submitted by the different committees indicate faithful work and are worth careful consideration. The **Traffic Committee** has made excellent progress in the hearing before the Interstate Commerce Commission examiner at Louisville on Docket No. 8131. The **Glue** situation is assuming more definite shape, and the committee report indicates that experience is shaping a successful and satisfactory policy for a good glue at a reasonable price. Conditions have not been favorable for making progress in the matter of **Grading Rules**. The **Publicity or Trade Promotion Committee** has had a difficult problem in the failure of the National Veneer & Panel Manufacturers' Association to meet its half of the assessment as agreed upon at their June meeting. Some means must be devised to 'put over' the publicity program which has been so admirably started, and to which our Plywood members have definitely pledged their assessments.

Costing Principles

"Cost Engineer Potter has now finished the five sections of his 'Costing Principles,' to be revised and bound in a single book at some future date. The completion of this work put us in a position to advocate its effective use in fields where it will be beneficial to the Plywood industry as a whole. There are three distinct opportunities now apparent: **First**, the Plywood Manufacturer who is still guessing at his costs. It is a fact that only about one Plywood member in eight really knows his costs accurately. **Second**, the Veneer Producer who knows even less of his actual costs than the plywood man. Mr. Potter's outlines include the principles of costing for Rotary, Sawn and Sliced Veneers. When veneer makers begin to realize and use even rudimentary costs, there will come a stabilization of prices that will benefit all. **Third**, the Furniture Manufacturer. Rare indeed is the maker of furniture who apportions to his Plywood assembling department the proper overhead burdens that make his internal cost really comparable with that of the outside plywood specialist.

"Our cost engineer's work has been thorough and has received commendation wherever it has been studied. Our job is to capitalize this investment in a large way. We should begin to do this in our own organization by putting the principles and practices which have been set forth in the cost manual into actual practice in as many of our member plants as possible. We should also wage a vigorous campaign for accurate and uniform costing, not only on the part of those who supply us with raw material, but on the part of those who use our product as well. Unless we do this, and educate woodworkers along these lines, we are failing to earn a suitable revenue from our investment.

"The task is no small problem and is worthy of our mettle, but ways and means must be devised for such a campaign. The three projects can be carried along simultaneously and the quality of

(Continued on page 46)



Est. 1867
Inc. 1904

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1/20" Red Oak (log run)	1 car
1/16" Red Oak (log run)	1/2 car
1/20" White Oak (log run)	1/2 car
1/16" White Oak (log run)	1/2 car
1/28" Walnut (half round)	1 car
1/28" Poplar cross banding	25M
1/8" Poplar (log run)	5 cars
1/8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

May we cordially extend best wishes for the Season and the New Year.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

**Rotary Cut
Northern
Veneers**

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

"casco"
for a
better product

CASCO
WATERPROOF GLUE

**For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL**

"CASCO" uniformity is assured because we manufacture our own casein

THE CASEIN MANUFACTURING CO.

*Largest and Longest-Established Manufacturers
of Casein Products in America*

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

*Representatives in
Chicago, St. Louis, Portland,
Milwaukee, etc.*
Sample of CASCO glue is sent

Manitowoc Company Protected by Court Ruling

The Wiese Laboratory Furniture Company of Manitowoc, Wis., was in effect the winner of a suit recently instituted against the school board of Aurora, Minn., and the Kewaunee Mfg. Company. The suit was brought by a taxpayer of Aurora, to force the school board of this school district to set aside a contract awarded the Kewaunee company to furnish furniture for a new high school at Aurora. The complaint was that the contract was awarded to the Kewaunee company in spite of the fact that the bid of the company was from \$3,800 to \$11,000 higher than bids submitted by others, including the Wiese Laboratory Furniture Company. The district court of St. Louis county, Minnesota, held that school boards can not arbitrarily award a contract to a high bidder, and where a lower bid is rejected there must be some reasonable ground to justify the action. The evidence in this case, the decision said, clearly established that the action of the board was arbitrary and not based upon reasonable grounds for rejection of lower bids. The bid of the Kewaunee company, of which Frank Wiese, head of the Manitowoc company was former manager, was \$31,886 and the bid of the Manitowoc company, \$27,802.50. The court had the following to say by way of comment on the case and the bid of the Wiese company:

"The Wiese company, while a new concern, has at its head a man who has had a large experience in this sort of work, is a concern that was founded for the purpose of doing this particular kind of work and from the testimony introduced Mr. Wiese, the president of this concern, was the man who more than anyone else was responsible for the Kewaunee people entering this field.

"In the same connection it might be noted that Mr. Langley (Kewaunee representative) has been around Aurora for at least several days before the letting of this contract, that he has boarded at the home of one of the school board members and that there has been talk of this contract being awarded the Kewaunee company several months before bids were called for.

"The question resolves itself into one of whether the board was justified in paying the sums ranging \$3,800 to \$11,000 in excess of the lower bids. No attempt was made to show that workmen or superintendents in charge of the construction at any of these factories were superior to the workmen or superintendents of any of the other factories.

"The court is thus forced to the conclusion that the award made was an arbitrary one and made without sufficient investigation and not founded upon any reasonable basis and that the discretion of the board was not exercised in the interests of the taxpayers."

Plywood and Lumbermen Form Company

The New London Manufacturing Company has been organized at New London, Wis., by a number of Milwaukee and local men identified with the logging, lumber, veneer and plywood manufacturing business. They are E. W. Wendlandt, E. L. Zaug, H. B. Christy, New London; W. A. Alexander, A. Sauer, P. Hanusch and M. F. Alexander, Milwaukee. A factory has been leased and is now being equipped, with the expectation that operations may begin about December 7 or 15.

Casket Company Inspector Quits

Announcement has just recently been made of the resignation of B. T. Watt, head of the inspection department of the National Casket Company, Louisville, who had been with the company for twenty years, and who is well known to the lumber trade.

The Phoenix Chair Company, Sheboygan, has engaged Edward A. Juul, local architect, to design a new factory, office, warehouse and showroom building, four stories, 168x180 feet, to cost about \$250,000. It will be situated at South Twelfth Street and Virginia Avenue. Work is to begin as soon as plans are completed and contracts can be let, it is stated.



Two Coe Roller Veneer Dryers

in the plant of the Pearl City Veneer Co. at Jamestown, N. Y. The excellent quality of the panels produced in this plant speaks well for these dryers and their other Coe Machinery.

It is noted for:—Its satisfactory service; Its labor saving; The high quality of its product.

THE COE MANUFACTURING COMPANY

PAINESVILLE, OHIO, U. S. A.

We build all the machinery for a Veneer Mill

Cincinnati Furniture Exchange Elects Officers

The Cincinnati Furniture Exchange, following its annual meeting and dinner at the Hotel Gibson, elected a new Board of Directors for 1922. The members are: Albert Schirmer, Clifford H. Dornette, F. B. Wersel, R. E. Becker, Howard E. Scheid, George Zurborg, William J. Sextro, Joseph Sprengard, A. M. Eisen, E. J. Kuhlmann, Henry Hagemann, Charles H. Groene, H. B. Kemper, A. G. Steinman and Fred W. Stille. The board will meet in the near future and elect officers for the coming year. At the meeting James J. Reilly, President of the Chamber of Commerce, urged the members to get together and have an exhibit of Ohio Valley made furniture at the Fall Festival the coming year.

Fire in Kiln Does \$3,000 Damage

The dry-kiln department of the Schirmer Furniture Company, Cincinnati, was damaged to the extent of \$3,000 by fire. The fire started beneath piles of lumber in the drying room, which sets apart from the furniture factory. Firemen moved nearly 15,000 feet of lumber to reach the heart of the fire. The origin of the blaze has not been determined.

Spontaneous combustion caused a fire in the stockroom of the Globe-Wernicke Company, Cincinnati, O., manufacturers of office furniture. The fire was extinguished with a loss of \$1,200. Efficient work on the part of firemen prevented the blaze from spreading to other parts of the building.

Evansville Market Will Soon Be Planned

A committee headed by John W. Boehne, Jr., of the Indiana Stove Works of Evansville, Ind., will meet within a short time and formulate plans for the semi-annual furniture and stove market that will be held in that city late in March or early in April. The committee will also fix the date of the market. The affair will be given under the auspices of the Evansville Furniture Manufacturers' Association. John C. Keller, secretary of the association, will start within a short time on an advertising campaign and circulars and literature advertising the coming market will be sent to retail furniture and stove dealers in many parts of the United States. It is expected that the approaching market will be more largely attended than the two markets last year.

Bosse Is Optimistic for 1922

Benjamin Bosse, mayor of Evansville, Ind., and head of the Globe-Bosse-World Furniture Company, has returned from a business trip to St. Louis. Mayor Busse is quite optimistic over the trade outlook for the coming year and he believes that 1922 will bring a larger volume of business to the Evansville furniture factories than the present year has. The Evansville manufacturing plants continue to operate on an average of 50 hours a week.

YOU WILL not appreciate the Mengelgrade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY
INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

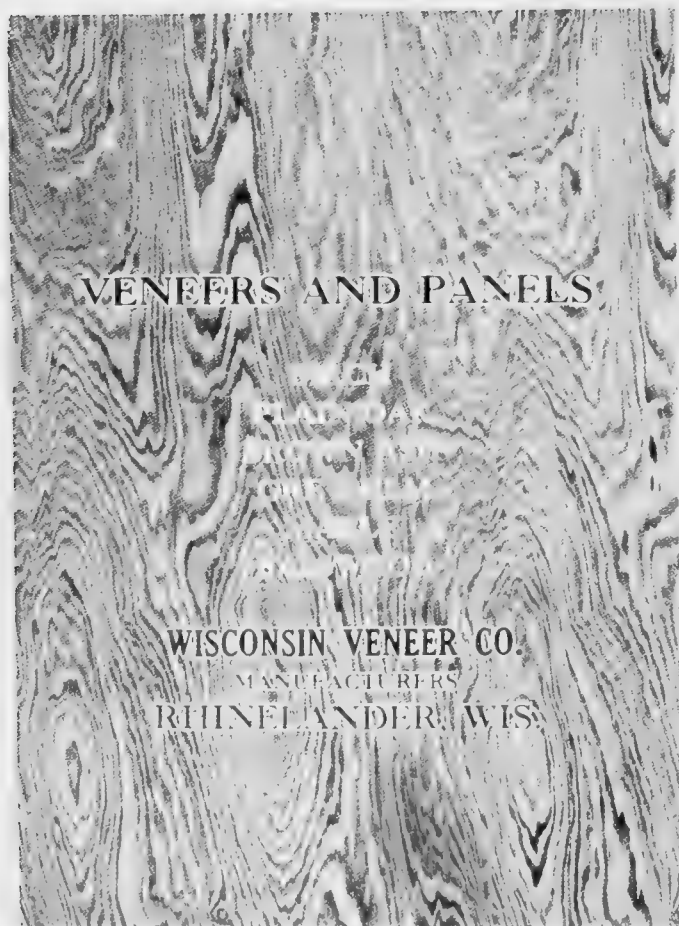
QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.
10th and Murphy Streets Des Moines, Iowa



Roddis Buys Timber Land

The Roddis Lumber & Veneer Company of Marshfield, Wis., has acquired a considerable acreage of timberland in the vicinity of Mellen, Wis., from George Tafelski. Contracts have been let to jobbers to cut virtually all of the timber during the winter for shipment to the mill at Marshfield.

Contracts Secured for School Furniture

The Northwestern School Supply Company of Minneapolis, Minn., has recently taken several important contracts for seating and other school furniture in Wisconsin. One contract is for the general equipment of the new high school under construction at Sturgeon Bay, Wis. Another is for a large lot of single chairs and sections of the opera type for the Milwaukee Board of School Directors, which will use them in the school extension work.

The Atlas Rim Company is the name of a new corporation organized at Racine, Wis., with a capital stock of \$10,000 to engage in the manufacture of bicycle rims and similar wood specialties. The incorporators are N. Johnson, D. Evans and J. Valley.

The Dependable Baggage Company of Stanley, Wis., reports a decided revival in buying interest in the last three to four weeks. One order booked in the last ten days calls for two carloads of trunk panels. The panel mill is now in charge of William Hoff, who formerly was superintendent of the planing mill of the Northwestern Lumber Company.

Veneer Company Plans New Plant

A \$25,000 factory building is being planned by officials of the Indiana Sawed Veneer Company, Indianapolis, Ind., to be completed by early spring, according to an announcement made by James Maris, president of the company. The new building will be of brick construction and fireproof throughout. It will be 90 feet wide and 110 feet long.



Strength of Organization Is a Guarantee of Product

UNLIMITED buying power guarantees raw material. A long experience exclusively in walnut manufacture, with resulting perfection of organization; careful attention to details and representation at your factory by established and experienced men, is a combined assurance of both quality and delivery of your walnut veneers—when you buy from Pickrel.

*A reserve of from five to seven million
feet of well-balanced stock always on hand*

PICKREL VENEER CO.

INCORPORATED
NEW ALBANY, INDIANA

LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

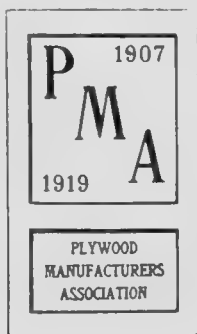
Indianapolis, Indiana

(Continued from page 40)

the service may be made such that everyone in the three classes enumerated will want the results, and will not be satisfied until he gets them.

Trademark

"A trade mark has been under consideration for the Association for some little time, and there is a need for authorizing the use of an approved label on our standard glue, and your president believes that a decision on this point should be made. *The enclosed is submitted as a suggestion:



"The form is reasonably simple, the date of the original organization of the Panel Club with the re-organization of our present Association appearing with the initials. In order to legally protect this it should be properly copyrighted in the United States Patent Office.

"The necessity for adopting standard names or titles for the approved grade or grades of glue and the authorizing of the

*Note: This was adopted as the trade-mark of the Association.

form in which these names shall be used will come up in the immediate future and it would be your president's suggestion that this question of nomenclature and designation be referred to the glue trustee with full power to act, notifying the members promptly of decisions reached.

"Your president feels deeply the degree of co-operation extended to him individually and collectively by our officers and members in the various activities of our Association.

"The election of new officers is due at our next meeting in March—three months hence—and I am firmly convinced that the best interests of the Association will be served by limiting the term of any president to not over three years. Perhaps past presidents should be made ex-officio members of the Executive Committee to help in correlating the work."

Chippewa Company Incorporated

Articles of incorporation were filed December 16 by the Chippewa Wood Manufacturing Company, of Chippewa Falls, Wis., which, as noted in a previous issue of Hardwood Record, has taken over the Northern States Casket Company factory in Chippewa Falls and will build a two-story addition to enlarge the casket department as well as providing facilities for manufacturing furniture, interior trim and hardwood specialties. The capital stock of the new corporation is \$25,000 and the incorporators are H. Schaefer, H. L. Chapple and A. Smith.

Mayhew Company Repairs Fire Loss

The Mayhew Company, 3100 Meinecke Avenue, Milwaukee, manufacturer of high grade furniture, has completed repairs occasioned by a fire on November 22 which caused about \$20,000 damage in a two and three-story mill house and power plant.

AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively, Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN, ILLINOIS



GEO. L. WAETJEN & Co.

PROMPT SHIPPERS

Plywood and Veneer

A PARTIAL LIST OF VENEER

SHEET STOCK

Poplar ...	1/20", 1/16", 1/8", 3/16" & 1/4"
Unsel. Gum	1/8"
Red Gum	1/8"
Red Oak	1/8"
White Oak	1/8"
Birch	1/20", 1/16" & 1/8"
Sawn Qtd. White Oak..	1/20", 1/16" & 1/8"

WE MAKE PANELS TO YOUR SIZES

ALSO

Carry a large quantity of stock sizes for immediate shipment

Are you receiving our lists?
Kindly write for same.

MILWAUKEE

WISCONSIN

110-120 REED STREET



We extend to the
Walnut consum-
ing trade the Season's
Greetings and very
Best Wishes for a
Busy and Prosperous
New Year

FRANK PURCELL
Walnut Lumber Co.

12th & Kaw River, Kansas City, Kansas

(Continued from page 38)

of people who for 700 years have been in practical slavery, can not help but have a very beneficial effect upon all mankind.

Financial Situation Improved

The financial situation, which is a large factor at all times, we all well know is vastly improved. Discount rates have been lowered, the Federal Reserve Bank reserve is vastly improved, solvent concerns are able to finance themselves, and as a whole, so far as the United States is concerned, our financial structure is on a sound footing. A great many more factories in our line, as well as in many other lines, are in operation now than were a few months ago, some of them having orders as much as four or five months ahead. Labor is much more fully employed; wages are in some lines overpaid, especially the railroad labor, while in other lines labor is underpaid.

The labor question with us is one that should have at all times our very best thought, and we should try, so far as is possible, to pay our help in proportion to the cost of the commodities which labor must buy, always keeping in mind the fact that labor not only produces practically all that is needed for the welfare of humanity, but that the money paid labor and the money of the farmer constitutes the larger part of our buying power in this country, as well as the world.

While these things that have been mentioned sound optimistic, there of course is another side to the situation, and one of the greatest reasons why we can not hope to get back to a large and settled business basis quickly is the financial situation in the Old Country. Their exchange is of little value, and badly as they may wish to trade with us, it is simply impossible for them to do so until their financial situation is strengthened, and this can only be when they receive further financial assistance that is necessary to put them in a position to do business, and this assistance can only come from one country, and that country is ours.

Another fundamental difficulty that we must face is the difference between the price of farm products and all raw materials and the price of manufactured goods. As we have already stated, the farmer is one of our best customers, and so long as his products sell at a price below the cost of production, just so long will business be curtailed just in that proportion, and there can be no stable regular trade while this condition exists. Congress talks, and let us hope will put into operation some plan whereby the farmer may be relieved and thereby strengthen the situation.

The railroad rate question, which is ever before us, shows some little signs of being lowered and, in fact, there have been some reductions, and we believe by the first of January there will be a still further reduction in rates on many of the commodities of life, and certainly it is badly needed in our line.

Old Laws Function Still

The labor unions would have us believe that the law of supply and demand has ceased to function. Nothing is further from the truth. It is working today in the labor world, always has worked and always will, and in our opinion is one of the greatest causes of the recent increased demand for veneer and panels. A very large percent of the veneer and panel consumers were stocked with high priced goods and have been gradually working this stock down until they could see their way clear to place some orders, and if we are careful as sellers of veneer and panels and use our heads and do not attempt to push the price of our products to an unreasonable price, in our opinion, we will have for the next six months a healthy, profitable business; but should we lose our heads, as we did in the past, the increased demand which has been noticeable for the past few weeks will stop just as suddenly as it came.

I trust that we may today in this meeting be absolutely frank with each other, talk over the situation with each other, and go home with our minds made up to do, so far as is possible, our full duty as we may see it, not only in our own business, but in all the ways we can to help put the entire business world on its feet again, always bearing in mind the golden rule in business and ever keeping for our motto that of the Rotary Clubs of the World, "He profits most who serves best."

J. C. Adderly, president of the Integrity Mutual Casualty Company, Chicago, gave an illustrated lecture on "Salvaging Human Beings."

Conditions at Louisville

Panel business is fairly good at Louisville, Ky., some plants running on an excellent volume of business. Cores and veneers have been selling too cheaply in many instances, some veneer concerns having worked up popular crossbanding without regard to replacement cost of logs. In some cases, of course, it may have been that they were afraid the logs would go bad, and crowded the market.



"Finest"

1903—1921

Plywood Makes Better Furniture

IT is built from carefully selected materials, in a factory equipped with the very latest machinery, where the best and most practical methods of construction are followed. Our men are trained by long experience for the performance of each operation and the utmost care is given to each and every detail of manufacture.

Your use of *"Finest"* Plywood better prepares you to satisfy your trade and will materially help sales by insuring customers not only better furniture, but furniture that is more beautiful in many ways.

Our product is right, service the best, and prices reasonable, so why not try us and see for yourself?

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

American Walnut Veneers

The finest Black Walnut timber grows in the rich fertile soil of the Ohio valley. It is the only kind that is ever cut into "Louisville" veneers.



*Half Round, Longwood
Full Rotary, for grain effects
Sliced for Straight Stripe
Stumps and Butts*

Our exacting specifications covering selection and inspection of walnut timber, qualified by years of experience in figured woods, insures the production of veneers that have the class and character.

Tightly cut, of full and uniform thickness, mechanically dried, flat and pliable.

**At prices that would
be interesting if you
could see the samples**

The Louisville Veneer Mills
Louisville, Kentucky

Joint Meeting of the Executive and Sales Code Committee of National Hardwood Lumber Association

The Sales Code Committee of the National Hardwood Lumber Association will meet in Chicago on January 18 and 19, for the purpose of reviewing the progress which the committee has made since it was created at the annual meeting in Philadelphia, Pa., last June, for the purpose of formulating a code which can be presented for the judgment of the members assembled in annual convention in 1922. The meeting will be held in conjunction with a meeting of the Executive Committee of the association, which has been called by Horace F. Taylor, president, for January 18.

That the Code Committee will be able to report a satisfactory progress is assured by the relentless vigor with which Earl Palmer of the Ferguson & Palmer Company, Inc., of Memphis, chairman of the committee, has pursued his difficult and important task. All of Mr. Palmer's unequalled experience in the hardwood industry and his characteristic energy has been devoted for six months to the task of securing and sifting suggestions for the proposed code. The committee has been in correspondence with about forty other lumber and lumber buying trade organizations and all interested groups of the hardwood and allied industries have been given a chance to submit their ideas. Thus there is every assurance that the ultimate result will be a Sales Code that will be equitable and practicable enough to win the support of all concerned. The committee has been fully impressed with the enormity and vast importance of its task and has spared no effort to discharge the onerous duty faithfully.

At the meeting in Chicago plans will be formulated for completing the work.

The Executive Committee will have some important matters to consider, among which will be the selection of the time and place for the twenty-fifth annual meeting. With the termination of the association's current fiscal year it will complete a quarter century of existence, and considerable sentiment is being expressed among the members to the effect that the twenty-fifth annual should be planned as a special event of its kind in honor of the occasion it represents.

Greer Re-elected by Evansville Club

At the regular monthly meeting of the Evansville Lumbermen's Club that was held at the New Vendome Hotel at Evansville, Ind., on Tuesday evening, December 13, John C. Greer, of the J. C. Greer Lumber Company, was re-elected president to serve the ensuing year. Gus Bauman, of the Maley & Wertz Lumber Company, was re-elected vice-president and William S. Partington, of the Maley & Wertz Lumber Company, was chosen again as secretary and treasurer. Charles A. Wolfen, of the Wolfen West Side Lumber Company; George H. Foote, of the Evansville Band Mill Company, and Daniel Wertz, of the Maley & Wertz Lumber Company, were chosen as directors. The new officers will be installed at the next meeting of the club, which will be on Tuesday evening, January 11.

With the Trade

F. T. Turner Enters Russe & Burgess, Inc.

Franklin T. Turner, president of the Darnell Love Lumber Company, Leland, Miss., has purchased the entire interest of P. Stenning Coate in Russe & Burgess, Inc., Memphis, and has succeeded that gentleman as treasurer of this well known hardwood exporting firm, according to announcement made by W. H. Russe, president.

It is a noteworthy fact that Mr. Turner began his lumber career just nineteen years ago as office boy in the firm in which he has secured the entire interest formerly owned by the late George D. Burgess, one of his earlier superiors. Mr. Turner showed remarkable ability from the start and has, in recent years, secured the controlling interest in the Darnell-Love Lumber Company, which operates two large band mills at Leland, Miss., which has extensive timber land holdings in that territory, and which recently announced the beginning of construction of a plant at Panther Burn, Miss., with a daily capacity of 100,000 shingles.

Mr. Turner has already delivered a large quantity of cypress logs to Russe & Burgess, Inc., at Memphis, and he will keep a steady flow of all varieties of hardwood logs moving to the Memphis plant of this firm. The latter, as a result, was placed in full operation a few days ago after having been run rather intermittently for the past year or more.

Mr. Turner will remove to Memphis after January 1 and make his headquarters there.

His entrance into Russe & Burgess, Inc., will not affect any of the stockholders or officers with the single exception of Mr. Coate, whom he succeeds as treasurer. Mr. Coate, following the death of Mr. Burgess, took over the entire holdings of the latter.

Atkins' Exhibit Wins First Prize

The first prize for the best exhibit of the three hundred and eighty-three shown at the recent Industrial exhibition given in Indianapolis by the manufacturers' committee of the Indianapolis Chamber of Commerce was

awarded to E. C. Atkins & Co., saw manufacturers of Indianapolis. Officials of the company received many direct orders as a result of the



E. C. Atkins Company's Prize-Winning Display

exhibit and secured a list of prospective buyers. Their exhibit was quite pretentious, and in addition to an assorted display of highly polished saws, the largest band saw in the world, which was sixty-nine feet long, was shown. The members of the National Purchasing Agents' Association, who attended the convention here during the week of the exposition, made a trip through the exhibits.

Bonita Will Start About January 1st

F. E. Stonebraker, president of the Bonita Lumber Company, Bonita, La., is authority for the statement that the band mill of that firm will be placed in operation about Jan. 1, 1922. This is practically a new mill, having been completed during the present year and having been operated, on account of market conditions, only a little while.

The Bonita Lumber Company is controlled by the same interests, the Crittenden Lumber Company and the L. H. Gage Lumber Company, which operated so extensively in the territory tributary to Earle, Crittenden County, Ark., a short distance west of Memphis. These interests purchased timber lands near Bonita when they had cut their holdings in Crittenden County and constructed a new mill to develop the timber on these.

Mr. Stonebraker, who was in Memphis some days ago, stated that very little logging is possible in southeastern Arkansas and that the majority of the mills in Helena and other towns in that section are very poorly supplied with logs. He pointed out that efforts to get out timber were being frustrated by the large amount of surface water resulting from recent heavy precipitation. This evidence is substantiated by the statement that Helena mills have only one to five days' log supply ahead of their plants, and by the additional fact that some firms there with more than one mill are not attempting to operate all of their machinery.

Keith Leaves Estate to Widow

The late J. Frank Keith, president of the Keith Lumber Company, manufacturers of yellow pine and hardwood, who died in Beaumont November 6, left his entire estate to his widow, Mrs. Alice Keith, by the terms of his will. Mr. Keith directed that no legal action other than probating the will be taken, and that his widow have complete control of the estate to manage and dispose of as she might see fit. The estate is estimated to have a value of \$400,000.

Wilsons Form Wholesale Firm

Cincinnati has added another wholesale lumber concern to its already long list. The latest addition is that of the Wilson Brothers Lumber Company, which has opened an office in the Second National Bank Building. The concern, which will specialize in West Virginia and southern hardwoods, will be conducted by C. J. Wilson and R. E. Wilson, who have formed a partnership. C. J. Wilson is widely known in lumber circles in this locality, having been identified with the Mowbray & Robinson Lumber Company for many years and more recently with the George C. Brown & Co. of Memphis, Tenn.

Louisville Firms Consolidate

Announcement was made in Louisville on December 16 of a merger of local lumber interests, when Olaf Anderson, Sr., of the Louisville Planing Mill and well known as a hardwood and veneer manufacturer, purchased the Alfred Struck Co., manufacturers of millwork, sash, greenhouses, silos, etc., and operators of a large planing mill, contracting business, etc. Mr. Anderson's son, Olaf, Jr., and brother, Charles Anderson, are interested with him in the firm.

Chicago Sportsmen Maintain Floating Lodge on Mississippi



The second man from the colored chef is S. C. Bennett. R. A. Smith and Paul Schmeckel are last and next to last, respectively, on the left end of the row

The cozy houseboat shown in this photograph is located on the Mississippi river, about 50 miles below Cairo, Ill., and is the base from which S. C. Bennett, president of the Hardwood Mill Lumber Company and other Chicago lumbermen have been doing some mighty successful duck and goose hunting. Mr. Bennett and R. A. Smith of his company, Paul Schmeckel, a hardwood wholesaler, and J. V. Breneisen, a retail lumber dealer of Chicago, spent from November 25 to December 12 hunting from this boat. They enjoyed some great sport, bagging a large number of ducks and two or three of the elusive wild geese. The boat makes an ideal hunting lodge and being equipped with one of the best black faced chefs in the South, is the sort of place to which good duck hunters hope to go when they die.

Walter Kellogg Fifield Is Killed in Collision

The death of Walter Kellogg Fifield, secretary of Baker, Pentress & Co. of Chicago, occurred on the evening of December 14 in a collision on a suburban train of the Illinois Central railroad, as he was on his way home from his office. Mr. Fifield was known intimately by many lumbermen, as he had been with Baker, Pentress & Co. and their predecessors, Lyon, Gary & Co. for virtually thirty years, having been one of the organizers of the latter concern. He was fifty-five years old and is survived by two daughters, Mrs. Katherine Fifield Seymour and Mrs. Emily Fifield Seymour, and one sister, Catherine L. Fifield. Mr. Fifield was born in Connecticut, Ohio, and was buried there on December 17.

Hardwood News Notes

MISCELLANEOUS

The business formerly conducted under the name of J. A. Glanton, Columbus, Ind., is now known as the J. A. Glanton Furniture Company.

Frank T. Sullivan of Buffalo, N. Y., spent some time in Toronto lately in the interest of a new Canadian lumber company, the details of which he has not yet announced.

H. A. Plumley and Herbert Hill, both of Buffalo, N. Y., have been in Little Rock and Memphis for some days in attendance at the annual meeting of the salesmen of the Hartz McLean Lumber Company.

The plant of the Warsaw Manufacturing Company, manufacturers of handles at Warsaw, Ind., was damaged by fire to the extent of \$25,000 recently.

Carl D. Fischer, president of the Standard Wheel Company, Indianapolis, Ind., died on December 18 at the age of sixty-six years, after an extended illness. During the war his company turned its production to cannon wheels, being the largest exclusive wheel factory in the country. Mr. Fischer was also president of the Wapakoneta Machine Company, Wapakoneta, O., of which his son, Carl D., Jr., is manager.

The Union Hardware Company has been incorporated at Cincinnati, O.

The style of the Ft. Smith Furniture Company, Ft. Smith, Ark., has been changed to the Ft. Smith Kitchen Cabinet Company, while that of the Hawks Furniture Company, Goshen, Ind., is now the Gortner-Jones Furniture Company.

The T. C. S. Furniture Company has moved from Knoxville, Tenn., to Hartford, Conn.

The Atlantic Furniture Company is now manufacturing bedroom furniture at Newport News, Va., in place of phonographs as heretofore.

The capital stock of the Jewett Phonograph Company, Allegan, Mich., has been increased to \$750,000 from \$250,000.

A receiver has been appointed for the Frampton Furniture Company of Pittsburgh, Pa.

The capitalization of the Owen Shops Company, Cleveland, O., manufacturers of living room furniture, is now \$120,000, having been increased recently.

There have lately been quite a number of changes in name, among them being: The Oregon Table Company, Portland, Ore., to the West Made Desk Company; the Yokley Chair Company, Mount Airy, N. C., to the Mount Airy Chair Company.

CHICAGO

The Zutman Body Manufacturing Company has been incorporated at Chicago.

The style of the Chicago Fancy Furniture Company has been changed to the Chicago Furniture Manufacturing Company.

The hardwood members of the Lumbermen's Association of Chicago responded to the request for suggestions, made by Earl Palmer, chairman of the Sales Code Committee of the National Hardwood Lumber Association, with an entire code drafted by a committee representing Chicago yard dealers and wholesalers. The committee was headed by Fred B. McMullen, who had as aids A. C. Quixley and John Hurd, all lumbermen of wide experience. The code was recently completed and sent to Mr. Palmer at Memphis.

W. L. Godley, manager of the Chicago office of the W. R. Pickering Lumber Company, left December 17 for Kansas City to make a trip to the mills of the company in that territory. He will not return to Chicago until after the holidays and will spend Christmas at his old home in Dallas, Texas.

Among the lumbermen from the northern territory who recently visited Chicago are the following: W. T. McGuire, Rietbrock Land & Lumber Company, Milwaukee; Otto Meyers, Walter N. Kelley Company, Detroit; G. J. Landeck, Landeck Land & Lumber Company, Milwaukee; John Andrews and T. R. Early, the Andrews-Early Company, Wausau; W. S. Winegar, president of the Vilas County Lumber Company and the Winegar-Gorman Lumber Company, of Winegar, Wis., and Chicago, respectively; Fred E. Andrews, Stevens & Jarvis Lumber Company, Eau Claire, Wis.

Herman H. Hettler, president of the Herman H. Hettler Lumber Company, was elected president of the Illinois Manufacturers' Association at its twenty-fourth annual convention, held in Chicago at the Congress Hotel on December 13. The lumbermen of Chicago feel very much gratified at the compliment paid one of their number by choosing him for the leadership of so important an organization.

PHILADELPHIA

The Singer Furniture Company, Camden, N. J., was badly damaged by fire early in December. The loss is estimated at \$50,000.

The Philadelphia Lumberman's Exchange has appointed a committee to work on a sales code for this territory.

The exchange sends a cordial invitation to all hardwood dealers who may visit Philadelphia to lunch with the members every Thursday at Boothby's restaurant, Thirteenth and Sansom streets.

Troops of the state national guard have been granted permission by Adjutant General Beary to co-operate in fighting forest fires. The men will receive 25 cents an hour for their work.

More than 400,000 acres of forest in western Pennsylvania along the banks of the Allegheny river will be set aside as a forest and game reserve.

Plans have been set afoot by the Pennsylvania state Grange to fight in the next legislature for a bond issue of \$25,000,000 to buy 5,000,000 acres of waste mountain lands in the state for the purpose of reforestation. The Grange claims that the timber of the state should pay the school taxes.

William L. Ludasher, president of the Pierson & Ludasher Lumber Company, is one of the best optimists in the city regarding lumber conditions. In a statement to the Philadelphia representative of the Hardwood Record he predicted an enormous increase in business this spring.

The S. B. Vrooman Company has asked permission of the city to erect a \$150,000 log pond in front of their yard at Reynolds and Jenks streets.

BALTIMORE

Gustave A. Farber, London representative of Russe & Burgess, Inc., Memphis, was in Baltimore December 10 and spent several hours with Harvey M. Dickson, secretary of the National Lumber Exporters' Association, discussing the matters connected with the N. L. E. A., especially in relation to its efforts to bring about an improvement in conditions surrounding the distribution of hardwoods on the other side. Mr. Farber is on the committee which was directed to lay the American proposals regarding a revision of the London form of contract and measurement before the London Timber Trade Federation, a matter which is expected to come up at the next annual meeting of the association. As stated some time ago, the London Timber Trade Federation hardwood section made several

"slight changes" in the draft which the shippers are disposed to regard as inimical to an understanding, since the changes, in their effect, would deprive the exporters of safeguards which they regard as essential to their interests. Mr Farber came to the United States on his yearly visit to confer at Memphis with other officers of the company which he represents, and it is his intention to stay over for the annual meeting of the N. L. E. A., which will take place at the Hotel Sinton in Cincinnati, January 26 and 27.

Edward P. Gill, of Wm. D. Gill & Son, Inc., Philpot street, who has been ill for some time and underwent several operations, shows no improvement and his many friends are much concerned about him. Recently several blood transfusions have been made, causing the patient to rally for a time, but hemorrhages have greatly weakened him.

R. E. Wood, head of the R. E. Wood Lumber Company, has been on a trip down South, which took him as far as the northern part of Georgia. In the course of the journey, it is indicated, he also visited a tract of timber which may be ultimately acquired by the company for development.

The Baltimore Consumers' Supply Company, a subsidiary of the Gulf Cross Arms Company, of Montgomery, Ala., which manufactures wooden cross arms for telegraph and electric light line piles, has acquired a plant site at Fairfield, on the south side of the harbor, and started work on a factory which will utilize about 6,000,000 board feet of lumber a year in turning out the special product of the company.

Plans for an addition to the plant of the American Woodworking Corporation, which uses a considerable quantity of hardwoods, and operates a factory at 5 Uhler's Alley, have been completed, and bids for the construction of the building have been asked. The addition is to be of brick and steel, and to cover a space 94 by 125 feet. It will have three stories and be equipped with the latest type of woodworking machinery.

COLUMBUS

E. S. Anderson, manager of the Grandview Lumber Company, which is located in one of the suburbs of Columbus, reports the completion of a new office building and enlargement of the mill. The capacity of the mill has been doubled. Mr. Anderson is of the opinion that the lumber business will be brisk after April 1 if not earlier.

The White Oak Timber & Construction Company of Portsmouth, O., has been incorporated with a capital of \$10,000 to deal in all kinds of timber among other things. The incorporators are Harry Gallenstein, Jr., George Bender, W. H. Moore, Horace L. Small and Harry W. Walters.

Ohio is soon to have its first forest preserve, which will be located in Scioto county. Provision for this forest preserve and reforestation scheme was contained in three measures adopted by the Ohio General Assembly at the last session. A tract of 10,000 acres will soon be acquired on which the reforestation program will be started.

F. B. Pryor, sales manager of the W. M. Ritter Lumber Company, reports a quiet time in the hardwood trade during the holidays, but that is to be expected. He fully expects an active trade in the spring and preparations have been made by the Ritter company to take care of the demand. All of the company's mills are getting under full production.

CINCINNATI

C. P. Hagemeyer and Hall Hagemeyer, treasurer and general manager, respectively, of the Tennessee Coal and Lumber Company, have returned from an inspection tour of the company's timber properties along the Oneida Railroad in Tennessee. During their stay in that territory they completed plans for operating on a larger scale beginning about January 15. Hall Hagemeyer said the company will start off with a heavy run of poplar and follow it up with oak.

M. G. Johnson, president of the Johnson Doppler Lumber Company, is recuperating from an attack of bronchitis which confined him to his home in College Hill for nearly a month.

George Hand, president, and P. E. Linz, secretary of the Bayou Land and Lumber Company, are at the company's mill at Bayland, Miss., taking inventory and making preparations to resume operations soon after the first of the year.

The Breece Manufacturing Company of Portsmouth, O., with James E. John T. and George W. Breece, are made defendants in a suit for alleged infringement of a patent for making glue, brought in the United States Court by the Perkins Glue Company of Lansdale, Pa. An injunction and judgment for damages are asked.

R. W. Lucius, manager of the hardwood department of the Tennessee Coal and Lumber Company, will join the sales force of the M. J. Byrns Lumber Company, with offices in the Union Central Building, shortly after January 1.

The Emory River Lumber Company, with headquarters at Lansing, Tenn., increased its capitalization at Columbus, O., recently from \$700,000 to \$1,100,000. J. S. Walker of Cincinnati is president of the corporation.

L. V. Kirkpatrick, president of the Kirkpatrick Lumber Company, has returned from a six weeks' tour of the South and reports that indications for a better lumber business after January 1 are very encouraging. While in the South, Mr. Kirkpatrick inspected the company's mills at Myrtlewood and Lisman, Ala.

C. P. CROSBY

Manufacturer and Wholesaler

Wisconsin Hardwood Lumber

RHINELANDER, WISCONSIN

BASSWOOD		SOFT ELM	
1" No. 1 & 2	17,000'	1" full log run	40,000'
1" No. 2 & 3	50,000'	1 1/2" full log run	15,000'
1 1/4" No. 1 & 2	54,000'	1" No. 3	25,000'
5/4" No. 1 & 2	40,000'	5/4" No. 1, 2, 3, 4, 5 saw	65,000'
5/4" No. 2 & 3	10,000'	6 1/2" No. 2, 3, 4, 5 saw	60,000'
6 1/2" No. 1, 2, 3, 4, 5	15,000'		
8 1/4" No. 1, 2, 3, 4, 5 & better	5,000'		
SOFT MAPLE		HARD MAPLE	
1" log run	85,000'	1" log run	80,000'
1" No. 1	10,000'	5/4" log run	35,000'
5/4" log run	15,000'	8 1/4" No. 1 & better	75,000'
6 1/4" No. 3	5,000'	10 1/4" No. 1, 2, 3, 4 & 5	25,000'

BIRCH - A full supply, 1" to 2", in all grades

Proctor

DRYERS

Dry enormous amount of veneer perfectly flat and pliable at minimum cost, without checks or splits

PROCTOR AND SCHWARTZ, INC., PHILADELPHIA, PA.

The lumber yard of Elsey Young and E. M. Burton, located on the Y. S. Burton farm, four miles south of Columbia, Ky., on which was stacked 400,000 feet of hardwoods and other woods, was destroyed by fire. The lumber was valued at \$15,000.

The Wright Kitchin Lumber Company, of Ashland, Ky., will establish an office in this city shortly after January 1, according to George Wright, president of the company, who was in this city recently in conference with Mr. O'Neill, of the Tennessee Coal and Lumber Company.

LOUISVILLE

In order to eliminate double tax burdens amended articles of incorporation have been filed by the C. C. Mengel & Brother Co., reducing its capital from \$2,000,000 to \$10,000, as taxes are paid by the Mengel Co. since the merger of the two corporations. However, in connection with some old contracts, pending suits, etc., it is necessary to maintain the old corporation for a time at least.

It is reported from Columbia, Ky., that between 350,000 and 400,000 feet of lumber on the yards of Elsey Young and E. M. Burton, on the Burton farm, was burned on December 15. Insurance of only about \$8,000 was carried.

Reports from Irvine, Ky., indicate that large quantities of logs and cut ties have been rafted out of Station Creek Camp to the Kentucky river this fall on the big rises in November and early December. Prospects are for better log supplies on the Kentucky and Ohio, where there are still a number of mills which operate on river logs.

W. P. Brown & Sons Lumber Co. expect to start operations at the Brassfield, Ark., mills shortly after the turn of the year. The Guin, Ala., and Fayette, Ala., mills have been running for some time.

John Rittinger, at Gubser Mill, twenty-five miles from Newport, Ky., in Campbell County, is reported to have lost a small hardwood mill in a recent \$15,000 fire.

A report from Catlettsburg, Ky., is to the effect that A. W. Campbell, 62 years of age, a hardwood lumberman, died on December 6 at his home in that city.

NEW ORLEANS

Soniat & Deblieux, Opelousas, La., have announced that they will start their hardwood and cypress mill to operating immediately after January 1. During the recent depression in the hardwood market, the mill devoted practically all its time to the manufacture of cypress lumber to the satisfaction of its buyers. But it has been announced by the management

that the hardwood phase of their operations will receive its due amount of consideration early next year.

The National Hardwood Company, of Muskogee, Okla., recently announced that it has purchased a site of 100 acres for the erection of a big, thoroughly modern sawmill in Delaware county, on the new Oklahoma and Arkansas line. The town springing into existence as a result of the enterprise is to be known as "Gilstrap."

A new hardwood concern in the Arkansas belt is the W. H. York Lumber Company, Tuckerman, Ark., which has purchased a 100 acre site for a sawmill in Delaware county. A big, thoroughly modern hardwood mill is to be erected on the site in the near future, according to announcement by the management of the company.

News received here from Atlanta, Ga., is to the effect that the Taylor Lumber Company Inc., of that place has added a hardwood department to its wholesale lumber business. The department has been placed in charge of E. E. Young, a thoroughly experienced hardwood man, hailing from Louisville, Ky.

WISCONSIN

The Hettinger Lumber Company of Appleton has filed articles of incorporation. The capital stock is \$100,000 and the charter grants authority to engage generally in the business of manufacturing, buying and selling logs, lumber, wood products, etc. The incorporators are John Hettinger, Edward C. Schmidt and W. G. Commentz.

The J. W. Wells Lumber Company of Menominee, Mich., on December 12 resumed the operation of its sawmill, which was idle for two and a half months. Both saws are now working with a full crew. The Thompson Wells Company, which also closed down more than two months ago, is preparing to get back into regular production by January 15. The mill is being remodeled and improved, and a new Prescott band mill is being installed, which will greatly increase the capacity of the mill.

The Wisconsin Wagon Company of Madison, Wis., which recently suffered damage of about \$25,000 by fire, is making repairs and at the same time enlarging its plant so that it will be 50 by 132 feet in size and three stories high. The work will cost about \$35,000.

J. Hamacheck, Sr., of Two Rivers, Wis., widely known as an inventor and designer of labor-saving woodworking machinery and tools, has recently perfected an electrically-driven spoke shave used in the production of chairs, furniture, wheel stock, etc. Patents have been applied for. As with numerous of his other notable inventions, Mr. Hamacheck intends to lease his patent to manufacturers on a royalty basis.

The Menasha Woodenware Company of Menasha has reopened its barrel factory in that city, which has been idle for nearly six months. Other departments of the Menasha works are also now operating on nearly a normal basis.

The Kinzel Lumber Company of Merrill, Wis., has reopened its sawmill and is now in full operation on a four tour basis. For the present the mill is cutting several million feet of hemlock logged during the past summer, but later it is expected that considerable hardwood will be put into production.

E. J. Gillouly, for many years with the Foster Latimer Lumber Company of Mellen, Wis., has tendered his resignation as general manager, to take effect January 1, in order to engage in the wholesale and retail lumber trade with headquarters at Duluth, Minn. Mr. Gillouly is participating in the organization of a new corporation which will take over the business of one of the largest yards in Duluth and employ it as the nucleus of its new enterprise.

The Oshkosh Wood Specialty Company is a new corporation formed at Oshkosh, Wis., with \$10,000 capital stock by J. C. Young, Sr., H. N. Hutchins and J. C. Young, Jr.

Two new box factories have been established in Marinette, Wis., and went into operation early in December. One is owned by Brink Bros. Company and the other by Bernard Leate. Both will specialize in boxes for the fish trade, which is of large proportions in the Twin Cities of Marinette and Menominee. The Brink Bros. factory, the larger of the two, is equipped with two saws, a matcher and some lesser tools, all operated with a 75 h.p. motor.

The major interest in the Racine Boat Company at Racine, Wis., has been acquired from George Roberts and Everett Marshall by George L. Buck, Harold Smith and Ned Harvey, for a consideration said to be in the neighborhood of \$20,000. The concern will be reorganized, the capital investment increased and some enlargement of facilities made at once.

The Wisconsin Manufacturers' Association at its annual convention held in Milwaukee, December 14 and 15, re-elected officers as follows: President, Carl A. Johnson, Madison; vice-president, Judson G. Rosebush, Appleton; secretary, George F. Kull, Madison; treasurer, George B. Ingersoll, Beloit. Directors: Gen. Otto H. Falk, Milwaukee; Walter J. Kohler, Sheboygan; W. J. Tolles, Eau Claire; F. J. Sensenbrenner, Neenah; F. H. Clorson, Horton.

The Holt Lumber Company of Oconto, Wis., reopened its mills on December 19, following several months of idleness, during which important improvements were made. A new resaw has been installed and some other items have been replaced, while the buildings have been strengthened and modernized wherever necessary.

Cudahy Bros. Company, Cudahy, Milwaukee county, is starting work on a new sawmill to be located on a new department, which was almost totally

destroyed by fire on November 25. The new building will be 80 by 175 feet, two stories high.

The Central Wisconsin Loggers' Association at the postponed annual meeting held in Wausau elected the following officers: President, J. R. McQuillan; vice-president, W. W. Gamble; secretary, Herbert C. Smith; treasurer, L. K. Kinzel. Due to the serious illness of Secretary Smith, G. K. Gooding was appointed secretary pro tem.

The new "Ford sawmill" at Iron Mountain, Mich., owned and operated by the Michigan Iron, Land & Lumber Company, a Ford subsidiary, recently reached a daily output of 52,000 feet. Since the mill was completed in July it has averaged 42,000 to 44,000 feet a day. Further increases are now being accomplished by the completion of the power plant. The mill is under the superintendency of Matt Cunningham.

William J. Starr, president of the Wisconsin Refrigerator Company and heavily interested in numerous other larger enterprises in the Chippewa Valley, died at Eau Claire on December 15 at the age of 59 years. Mr. Starr divided his time between his large country estate at Easton, Md., and his offices in Eau Claire.

The Foster Latimer Lumber Company of Mellen, Wis., has resumed the operation of its sawmill on a single shift basis with about fifty workmen, after a recess since the early part of July.

The Industrial Commission of Wisconsin has denied the request of a group of logging and lumber concerns of the state, seeking a reduction in the minimum wage scale for miners, which is 22 cents an hour, on the plea that such labor in the woods is not worth so much, and virtually no woodsman over 21 years of age is paid so large a wage. The commission says it cannot make any exceptions and is not warranted in reducing the wage rate so long as the living cost is at the present level. The rule is working hardships on logging concerns in their effort to reduce production costs.

The Stoughton Wagon Company, Stoughton, Wis., is remodeled the manure spreader shop into a motor truck assembling plant as a temporary measure, pending the construction of a fireproof shop to replace the motor truck department, totally destroyed by fire in November with a loss of nearly \$300,000. The wagon and sleigh shops are working at nearly normal capacity to fill a number of good-sized orders for immediate delivery.

The New Dells Lumber Company of Eau Claire, Wis., has completed extensive overhauling and improvement of its sawmill and resumed operations on December 6 after an idleness of five months. The company expects to make a normal input of logs this winter and has four camps at work, with a fifth in early prospect.

TORONTO

W. H. Farrell Lumber & Fuel Co., Ltd., has been organized and been granted an Ontario charter authorizing the company to carry on business as timber merchants in all branches, and with the head office in Toronto. The provisional directors are William H. Farrell, William S. Farrell, Frank M. Squires, Thomas B. Farrell and L. E. Westman. The company is capitalized at \$40,000.

Another company which has just received its Ontario charter is Fort Erie Bridgeburg Lumber & Planing Mills, Ltd., with head office at the town of Bridgeburg, Ont., the capital stock being \$50,000. The company is authorized to carry on business as lumbermen in all branches. Among the incorporators are R. M. Van Wagon, J. J. O'Haire, J. G. Martin, Carl Steinbrenner, William Smale and John T. Little, all of Niagara Falls, N. Y.

Murray Crawford, a prominent lumberman of Halton County, died in Campbellville, Ont., a few days ago. Deceased had been in the lumber business for the past forty years. Recently when his business was incorporated under the name of Murray Crawford, Ltd., he became president. A widow, three sons and two daughters survive.

Fire, which is supposed to have broken out through defective electric wiring, did more than \$50,000 damage to the planing mill, lumber piles and manufactured lumber buildings of Reid & Co.'s plant at the foot of Berkely street, Toronto, a few days ago. The loss includes a considerable quantity of lumber, chiefly dressed, and some machinery. Several buildings were totally destroyed.

The estate of the late Senator W. C. Edwards, pioneer Ottawa lumberman and mill owner, is valued at nearly \$2,000,000, according to probate proceedings just completed. The entire estate is divided among members of his family. More than half the estate consists of Dominion Victory bonds. The province of Ontario will obtain about 20 per cent of the estate.

The action brought by the attorney-general of Ontario against the Shevlin-Clarke Lumber Company, was resumed a few days ago at Osgoode Hall, Toronto, but little headway was made and the case was adjourned until December 27. In granting the adjournment the judge made it plain that he would not tolerate any delay, stating that he did not wish the case carried over into another year.

The annual convention of the Canadian Lumbermen's Association is to be held in Toronto during the second week in January. The gathering promises to be a more representative national gathering than it has ever seen before. It is likely that the chief guest will be the new premier of the Dominion, Hon. W. L. MacKenzie King.

The F. G. Phippen Lumber Company, Limited, has just been organized and granted an Ontario charter with power to engage in a general lumber

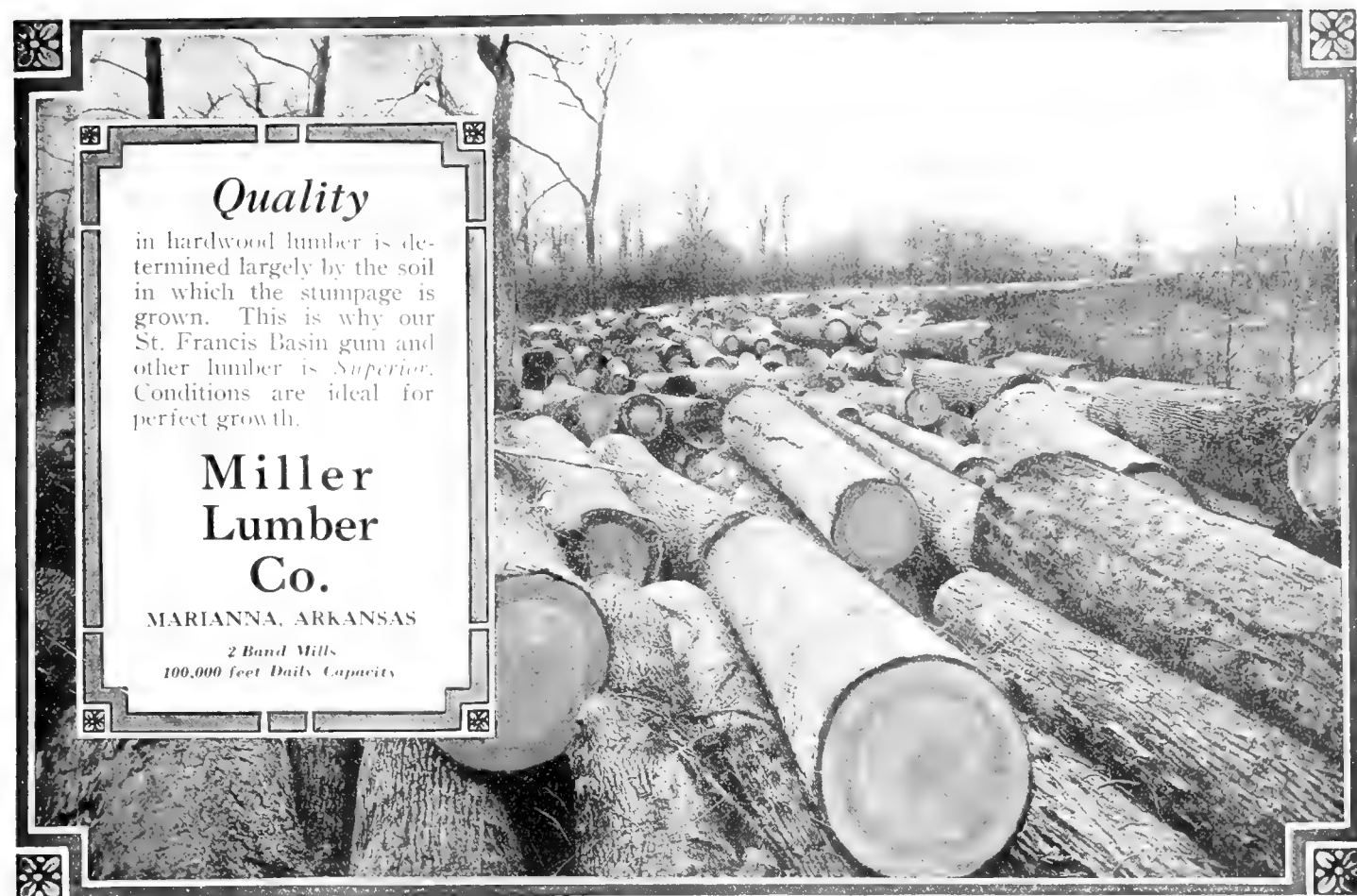
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Miller Lumber Co.

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2 Band Mills
100,000 feet Daily Capacity



manufacturing business, etc. The capital is \$40,000 and the headquarters are to be in Toronto. The provisional directors are F. G. Phippen, E. V. T. Phippen, A. J. Phippen, M. Phippen and Stanley Bundock.

The Hardwood Market

CHICAGO

The hardwood market in Chicago is now evidencing the usual holiday slump, which condition has no bearing on the general situation. Dealers in hardwoods are now looking forward to the New Year and are doing so with a feeling of optimism and confidence. They believe that buying is going to resume in good volume right after the end of the year and that 1922 will be a very satisfactory period. They expect prices to be strong and have a rising tendency until late spring or early summer, when the new cut of lumber is ready for the market. Then they do not expect any recession in prices, provided general economic conditions are as favorable as they now promise to be. Stocks are low at mills both North and South, and production will be far below normal this winter. In the North it will not be more than 65 to 75 per cent of normal and in the South will be even less. Therefore, it is the belief of lumbermen in this market that if no more business develops than is already in sight 1922 will be a good year for them.

BUFFALO

The hardwood yards are not selling much lumber at present, owing to the influence of the holidays, but the trade is believed to be only marking time and will be ready to start off again in a fairly active way in January. Some lumbermen think it may be March before much business is done, but everybody believes that the corner has been turned, so far as industrial activity is concerned, and that next year will be better than the present one. The past year has been one of readjustment and consequently has not brought as much satisfaction to the lumbermen as some previous periods have. For some time there was scarcely any business, and prices were badly affected by the efforts of mills and wholesalers to get rid of stock, but prices and trade are both on a better basis and promise to improve further.

Sales of northern hardwoods are reported to be showing an increase and some lumbermen are giving them an increasing amount of attention,

believing that it will pay to do so from now on. The leading southern woods are also getting a fair share of the business. Furniture factories have been taking quite a little gum lately. Oak and maple flooring are holding strong and the mills are showing a good deal of independence as to whether buyers take the stock or not, as with spring business almost in sight they expect large sales.

The Buffalo building outlook is regarded as favorable and the record of the year now nearly at a close has been better than many people in the trade expected. The permits for eleven months totaled \$13,476,000, which is about \$300,000 more than for the whole year 1920. The number of permits has also been larger this year.

PITTSBURGH

At the annual banquet of the Pittsburgh Wholesale Lumber Dealers' Association at the William Penn Hotel, December 19, it was reported that 1921 has been about the worst year in the lumber business that Pittsburgh wholesale dealers ever saw. Shipments have fallen off by the hundreds of cars with the big concerns. Their profits, as a result, have moved away so that most of them did not make any money this year. In fact, quite a few of them are willing to admit that they have not made expenses. All the year business has been unsatisfactory. A few spurts in late summer and early fall did not bring up the average business to a satisfactory point. On the other hand business in November and December has been fearfully dull, and the year is going out on a dead level of no orders and few inquiries. The hardwood business has suffered almost as much during the year as the trade in pines and hemlock. Industrial demand has been very light and coal mining trade has amounted to almost nothing most of the year. The only really bright feature in the hardwood industrial business this year has been the demand this fall from the glass companies, which have been very large buyers. The outlook for 1922 is very uncertain, and there are many who believe that business—at least for the first two months—will be no better than in 1921.

A. Rex Flinn, president of the Duquesne Lumber Company and also president of the Pittsburgh Wholesale Lumber Dealers' Association, presided at the annual banquet and convention.

PHILADELPHIA

There is one bright spot in the hardwood market in this city and vicinity. It is the increased demand for hardwoods from industrials. This improvement has been constant for the past month and has been stimulated by the turn for the better in the textile belt with the attendant reaction in the hardwood-using industrial establishments. Another bright

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8/4" No. 1 C. & B., 5%		4/4" No. 2 Common.....	30,000'
No. 2 Common.....	75,000'		
BEECH		SOFT ELM	
4/4" No. 2 C. & B.....	50,000'	4/4" No. 2 C. & B.....	100,000'
4/4" No. 2 Common.....	60,000'	8/4" No. 1 C. & B.....	30,000'
6/4" No. 2 C. & B.....	37,000'	10/4" No. 1 C. & B.....	14,000'
BIRCH		12/4" No. 1 C. & B.....	14,000'
4/4" Full Log Run.....	18,000'	16/4" No. 1 C. & B.....	14,000'
4/4" No. 2 Common.....	72,000'		

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Hardwoods

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5/1" No. 2 & Better.....	12 months dry
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14/1" No. 3.....	12 months dry
16/1" No. 3.....	10 months dry

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MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

spot may be found in export business. This has somewhat improved during the past thirty days. The number of inquiries received from foreign buyers steadily increases, but the credit factor is retarding what might be a healthy business.

It must be stated, however, that the big users of hardwoods are out of the market. Anything but a cordial feeling exists between consumer and dealer. There is an almost universal feeling that the prices were boosted just at a time when the buyer was in a position to really enter the market. It is curious how opinions differ in regard to the market. Three of the big dealers assert that no price change of moment will occur for the remainder of the winter, while several expert purchasing agents of the largest hardwood-buying group insist that the market must react before their firms place anything but hand-to-mouth orders. Furniture people are buying but little.

Uppers have been very firm. Oak has been particularly strong. Low grade flooring has been quite active, but has fallen slightly, due to seasonal business. Orders from outlying districts have fallen considerably prior to stock taking, but in the city this factor is of little moment. The mills report more work, but their orders somewhat belie the words of activity.

A very encouraging tone pervades the market when spring business is broached. Many inquiries are being received for deliveries after the weather breaks. This, too, is improved by the vast building program of construction which will come with the early spring months. On the whole the undercurrent of the market is good. Collections only fair.

BOSTON

Business continues dull here this fortnight, chiefly because this is the stock taking time of the year. But wholesalers are not a bit dampened in their enthusiasm over the prospects of a better trade by the spring. The tone of the market here is firm as far as firsts and seconds are concerned, and indeed, to some extent, the firmness extends to No. 1 common. Prices are the same as they have been for several weeks past in FAS. Demand is chiefly from the hardwood yards and the furniture people. The piano people are buying some. The chair makers, auto body makers, railroads, musical instrument people are really not very actively in the market at this time, and there is no export trade through here worth mentioning. In fact the chief activity in the trade just now is in prophe-sying what conditions will obtain after the turn of the year and before the spring comes. The trade is on this point very optimistic. And in the face of the general dullness obtaining in stock taking time there is remarkably little concession making by the manufacturers.

BALTIMORE

There has been a slowing up in the hardwood trade here during the last two weeks, but this is not considered surprising nor as indicating that a real weakening in the business has occurred. A holding back with orders always develops toward the end of the year, and it would have been regarded as very remarkable if this year had proved an exception. Heavier buying by the railroads and some other large consumers was looked for by way of compensation, and the railroads did show increased interest in hardwood stocks, but the delay in the enactment of the funding bill and other relief measures, together with the continuance of a shrinkage in the volume of traffic, appears to have dictated a halt, so that the hardwood sellers are again dependent largely upon the general run of trade. The inquiry, however, has been fair until very recently. The leading whole-salers here report that they had a very good business during the first two weeks of the month, the results of the period comparing very favorably with those for November, which, in turn, constituted a gain over October. No material expansion in the movement is looked for now, however, until after the first of the year, and it will be a matter of favorable comment if the shipments fail to undergo a further narrowing. The range of prices is much as it has been. Here and there a seller can be found who is evidently under the necessity of realizing and who shows a disposition to offer concessions. But where no immediate and pressing necessities are to be taken care of the holders of stocks are quite willing to wait and let the ideas of the buyers work up to those of the sellers. This is by no means unlikely, as stocks everywhere are reported to be very light, with positive shortages in prospect and with the time at hand when weather and other conditions tend to interfere with the output.

COLUMBUS

The hardwood trade during this holiday period has been rather quiet, but that was to be expected and had been fully discounted. The holiday period is usually quiet and trade this year was no duller than usual. In fact, some of the manufacturers and jobbers profess to believe that trade has held up more actively than usual during the pre-holiday period. Many dealers have been shutting off on buying, not desiring to increase their stocks. The inventory period is now at hand and this affected orders not only from dealers but also from factories. Concerns making furniture, boxes, implements and pianos have been buying rather briskly and trade from those sources is expected after the inventories are finished. Their reserve stocks of hardwoods are small as a rule and better buying is antici-

ated. Railroads also are showing a tendency to enter the market, and a fair business from that source is expected some time in the spring.

Retail stocks are only fair and in some instances rather short and broken. This presages a good demand after the affairs of the year are closed up.

CINCINNATI

The approach of the holiday season was forcibly reflected in the hardwood market during the past two weeks by a noticeable decline in the number of orders and inquiries. The trade in general will not regret the passing of 1921, for to many hardwood dealers it was not profitable and brought about unfavorable conditions which required the deepest consideration. Business during the major part of the year was very irregular, one month being fairly good and the next there not being enough orders to keep prices at one level for any time worth speaking of.

While the volume of business has been declining the past two weeks, prices have not reflected the let down, and manufacturers say that no price recessions are possible. Lumbermen are generally anticipating a price increase in hardwoods, averaging as a whole between 10 and 15 per cent within the next sixty days, while some believe prices will go even higher.

Exporters are shipping but a fraction of the amount that was moving overseas from this point thirty days ago, but all signs now point to a revival on an extensive scale after the first of the year. The industrials are not as active as they were, as many are now engaged in inventory work. Furniture manufacturers have failed to keep up the stride they set in November, which from all reports was the largest for 1921. The movement of low grades of hardwoods is small, with the box manufacturers buying most of this material being sold. What orders are being filled now are mostly for oak and gum, especially red gum for home building. Consumers as well as wholesalers regard the outlook for next year's business as fairly good.

INDIANAPOLIS

Although there is a slight decrease in the demand, prices appear to be firm and little change is expected before the first of the year. A gradual increase in demand on the part of the industrials has absorbed some of the seasonal slump in the construction end of the business, but not all, and as a result the sales during the past two weeks show a decline. The furniture factories appear to be showing more production in proportion than the other wood-working industries. The decline in the demand from the construction interests is not as marked as was expected and there now is certain to be a rather steady call for flooring, interior finish and sash and doors during the winter. Up to the present time the mills have worked at capacity and it is likely they will until the first of the year in order to catch up with back orders and get stock in shape for the coming spring. Box manufacturers here say there is a tendency toward better business, but the increase is certain to be very gradual. The body plants report a decided decrease in business and are looking for little until spring.

EVANSVILLE

Although the inventory season is at hand, the hardwood lumber manufacturers of southern Indiana, southern Illinois and western and northern Kentucky report that their trade is holding up very well and that prices are firm and they look for them to continue that way for some time to come. Collections are holding up fairly well and general business conditions are improving right along. Manufacturers say that both orders and inquiries are coming in quite briskly and a good many orders are for delivery during the months of January, February and March of next year. Oak and gum, as well as ash, are in very good demand and stocks in some instances are reported rather low. Logs are coming in only fairly well and the prices are high. Many of the hardwood mills in this section are running only on part time and in some instances they are closed down altogether. This year, taken as a whole, has been a fairly good one for the hardwood lumber manufacturers, but they are looking for 1922 to be a much better year. They say that business in many lines ought to pick up between now and the first of next March, and that by early spring of 1922 things ought to be nearer normal than they have been at any time since the close of the world war. Box manufacturers report that they are doing a very nice business, although trade is not nearly normal.

MEMPHIS

Orders for hardwood lumber are coming in rather slowly just now, as consuming and distributing interests are disposed to diminish their buying just before the taking of inventories during the first ten to fifteen days of the new year. The majority of the trade, however, have booked so much business during the past few weeks that they have enough to keep their shipping forces pretty well employed until there is a resumption of buying after the new year begins.

Most of the orders now being received are for "filling-in" purposes. There is considerable inquiry for lumber for shipment during 1922, especially in January, February and March. Some firms are disposed to

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Milwaukee, Wisconsin

accept some of this January business, because it is such a short time until deliveries may be made thereon. But there is very little selling for shipment after January. The majority of the trade appears quite willing for consuming and distributing interests to assume whatever risk may be incident to the movement of prices during the next two or three months. The feeling is quite general that there is a large potential demand to be released during the first six months of 1922 and considerable doubt exists as to whether or not this may be taken care of without an appreciable advance in prices. Most producers feel that they have everything to gain and nothing to lose by refusing to sell very far ahead and this probably accounts for the fact that this forward-delivery business is not meeting with greater favor.

Prices remain firm. There has not been the slightest recession in values attendant upon current decreased demand, which is regarded as seasonal. If anything, the tone of the market is better and it will be quite a surprise to manufacturers, all of whom are acquainted with the broken condition of stocks, as well as with the business which may be released shortly after the first of the year, if the market does not continue the upward tendency noted during the past several months of reviving business. While the hardwood industry is restrained, through an injunction from the federal court, from gathering and distributing information regarding stocks and production, it is a well established fact that stocks are quite short compared with normal, especially in No. 1 common and better, and that production is making only modest headway because of the greatest shortage of log supplies, readily available for the mills, in the history of the southern hardwood industry.

J. W. Dickson, president of the Valley Log Loading Company, reports that about 400 cars of logs were loaded for mills on the Yazoo & Mississippi Valley lines of the Illinois Central, or lines served thereby, during the month of November. He says that the rate of loading is increasing slightly, but he does not hold out very much hope in this direction because, as he says, there are less than 2,000,000 feet of logs available for loading on the lines in question as contrasted with 35,000,000 to 40,000,000 feet, the average for this time of the year. He also states that there are not more than 500,000 feet on the Memphis-Marianna cut off on the St. Louis, Iron Mountain & Southern as compared with 5,000,000 to 7,500,000 at this time of the year under normal conditions.

This is the production situation confronting the trade as the new year opens. From a demand standpoint, it is held by members of the industry here that furniture manufacturers have large requirements to fill during the first six months of 1922 and that the same is true of manufacturers of flooring and interior trim. This view is based on the abnormally heavy building operations in progress in practically all parts of the country. Manufacturers of automobiles are expected to buy with considerable freedom and the trade are also looking to expanding requirements on the part of box manufacturers. Distributing interests are known to be carrying very limited stocks, and, generally speaking, consumers, especially the larger ones, are poorly supplied as compared with their prospective needs. Regret is expressed that the railroads and the agricultural element of the population are not in the market in a larger way, but, even so, the consuming groups which are operating in a large way will, it is pointed out, probably take adequate care of the stocks of lumber on hand and to be manufactured during the next few weeks under the limited schedule which now seems probable.

There is very great shortage of No. 1 common and better in the majority of southern hardwood items. The greatest deficit, however, appears to be in plain and quarter sawn red gum and in plain sawn red and white oak. Offerings of both are comparatively light at the moment and buyers are finding increasing difficulty in securing their requirements. Tremendous inroads, too, have been made on available stocks of plain and quarter sawn sap gum in the better grades.

ST. LOUIS

Prices are steady with the market in the usual end of the year condition. There have been some recessions where sellers desired to make shipment.

The woods in most demand are red gum and poplar, with some items of cypress active. The demand for red gum for eastern furniture manufacturers is falling off.

LOUISVILLE

Demand for hardwoods continues fairly good as a whole, there being little or no future business being booked, which is quite satisfactory to the hardwood men who are not anxious to book anything but immediate business. While business, of course is slowing down as is natural for the period just before and during the holidays, the slump is not a heavy as had been anticipated, and it is shown that stocks are low by the fact that there is quite a bit of business that is going through under the "rush" markings. Shipments from mills and yard stocks of jobbers have been comparatively heavy.

The opinion of the local jobbers and producers is that business will be a little quiet until about January 15, when inventories will have been made, and when the consumers will start placing orders for stocks needed. Early year furniture shows, if successful, should create quite a demand, while with foreign exchange up, the export situation is more promising, and export business has been quite a factor for some months past. Pro-

duction promises to get a better start in the spring, as a number of companies plan operation, or starting mills of their strings which have not been operating.

Prices are comparatively firm, having advanced a little during the month.

SOUTH BEND

The last meeting of the South Bend Hardwood Club during the present year was held Monday, December 12, at the usual semi-monthly luncheon at the Indiana Club.

Business was reported fairly good by all present. Demand for practically all items (with the exception of 4 4 No. 1 common red gum) has fallen off, which is only natural for this time of year. A majority of the concerns are holding off buying until after the first of the year, and their inventory shows exactly what they require, and it is the consensus of opinion that there will be a stiff demand shortly after the first.

FAS grades of all hardwoods are very firm and stocks hard to find at any price. One firm reports the sale of 40 cars 4 4 No. 2 and better popular for export and the export business seems to be particularly good.

Wholesalers and manufacturers express the opinion that hardwood business will be very brisk after the first of the year, the buyers at this time being willing to place orders at present prices for shipment after the first of the year.

NEW ORLEANS

Inquiries and demand for hardwood lumber throughout the extreme Southern territory has, as was to be expected, slackened up somewhat during the holiday season when the attention and energies of the public are diverted from their regular business affairs, including building and manufacturing operations, of course, to the Yuletide, but buying for the current December is incomparably better than it was during December of the past year, it is almost as good as it was during the month of November and indications are, according to the business wisemen of this section, that buying should really increase in momentum right on through January.

Among buyers showing the greatest amount of activity may be mentioned the furniture manufacturers, first, and then the flooring, interior trim and box and automobile manufacturers, probably in the order listed herein.

Production has been still further curtailed due to inclement weather, rainfall, high water, bad roads, etc., and the prospects are that there is not likely to be any improvement, if conditions in this respect even hold their own, indeed, before next Spring. The shortage of logs on hand at the mills is really acute. A few more of the hardwood mills throughout the Southern belt are swinging back into action to accomplish their utmost toward replenishing their rapidly diminishing stocks, especially of the higher grades. Prices are remaining quite firm on all the lower grades and the tendency on the uppers continues to be upward though there have not been any really significant changes in prices quoted hereabouts within the past fortnight.

CLEVELAND

While immediate prospects for outlet for hardwoods here are not particularly bright, the coming year offers promise that a year ago would have been considered well nigh impossible. Leaders in the trade base their expectations on the volume that has already been accomplished in residence building here. Several big projects for more house building and better financing, are seen as good outlet for hardwood materials. There are few hardwood interests now who will admit that there is much chance for good business in any direction other than the building industry. The virtual 50 per cent gain in housing construction and the corresponding increase in demand for interior finish, flooring and other hardwood materials seems to bear out this belief. On the other hand, prospects for improvement from the manufacturing trades are still decidedly limited. Automobile manufacturers have not committed themselves for the 1922 crop of cars. Furniture manufacturers still are buying from hand-to-mouth, and probably will continue to do so until surplus stocks of finished product are worked off. The same applies to cabinet makers and others. This caution does not alter the market situation, locally, as the year ends. Stocks are pretty well lowered, so that while there is plenty for immediate demand, there is no surplus. Prices are correspondingly firm. The ups and downs in other lumber materials were not experienced in the last month or so in hardwoods, hence prices maintain a fairly steady level. In the main handlers here are content to await developments, and there is reason to believe that for the time being little variation in the market here will be shown.

MILWAUKEE

The improvement in hardwood lumber trade in recent weeks has not been interrupted and is proceeding satisfactorily all along the line. This is the general report of representative men of the industry. It is supported by the official statement of Robert J. Wittig, manager of R. G. Dun & Company

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at Milwaukee, who says: "There has been a distinct improvement in local lumber market conditions. Starting with a moderate increase in demand in August, the movement showed steady expansion during September and October, and while shipments fell off in November to some extent, they are still very satisfactory at the middle of December. Prices are very firm, with advances predicted because of the reduction in stocks at numerous points.

"Demand for building lumber is moderate, as usual at this period, but prices are firm, owing largely to the heavy requirements anticipated with the opening of spring. In hardwoods there is a very active inquiry for No. 1 common maple flooring, and quotations have advanced about \$10 per thousand feet during the past ninety days, while clear birch has been in extremely brisk request. Inquiry for white pine pattern lumber has increased of late, but business in the aggregate is relatively light."

One of the best evidences of the better condition of business is the general resumption of production by the mills in Northern Wisconsin. This is a usual procedure during the month of December and January, but the fact that it is so general and the scale of operations so large, is of moment, especially in view of the early determination of many operators to curtail or greatly minimize production this winter. Since summer, stocks of hardwoods in the North have been very materially reduced by renewed demand and in many instances there is an actual shortage which requires immediate replenishment. This may appear surprising to some, but the facts are substantiated by authorities who have recently made a careful survey, the results of which surprised even the heads of lumber manufacturing concerns.

It is conservatively figured that production in the North this winter will be only 50 and 60 per cent of normal, which is regarded as exceedingly satisfactory in view of all circumstances.

BEAUMONT

While the demand for hardwood has slackened somewhat as a result of the approaching holidays and inventory season, as in other Decembers, it has not been so marked as in the past.

The mid-summer slackening was much quieter than usual, while the December slack reversed this condition. Buying is nearer normal than in any December for some years and compares favorably with other months.

One noticeable feature of the trade is that box factories are broadening their demand and buying a little more. Northern buyers have apparently become thoroughly convinced that there is going to be radical cuts in freight rates and they do not want to stock up when they might get their lumber for from \$5 to \$7 cheaper. So far, inquiries and orders are for immediate wants.

The rapid increase in prices on this side has practically stopped the art trade, only a few lots of oak going out to Mexico. Taken altogether, December is comparing very favorably with October.

Relatively speaking, more low grades are going forward than for some time, and this is a very satisfactory condition to the manufacturers. The few mills operating are getting satisfactory prices for square-edged cuttings. Oak timbers are holding a very stiff position.

While the upward price movement has come to a stop for the present, levels established some time ago are being maintained. Manufacturers do not expect a weakening market.

TORONTO

The hardwood lumber market in Toronto and district has perceptibly improved during the past ten days. There has been a noticeable increase in inquiries during the past two or three weeks, and while the amount of actual business does not show a corresponding gain, the wholesalers feel satisfied that a period of active buying is setting in. The inquiries are fairly well distributed. Implement manufacturers have come into the market seeking moderate supplies of lumber. Their stocks have been diminished to the point where replacements have become necessary. This is the case at least with certain makers of implements outside the Toronto district. Furniture manufacturers continue to show interest in the market, seeking moderate quantities of birch, chiefly. Their action indicates diminishing stocks of lumber, and a probable increase in manufacturing operations in the early months of the new year. A number of furniture plants in the New York district, which were not interested in birch while gumwood was comparatively cheap, are now evincing a considerable interest in the market for hardwoods in Canada. There has also been a noticeable come-back in the demand for hardwoods by the automobile makers, who have not been taking as large a percentage of the Canadian hardwood product as during the boom period. Inquiries from this source have been numerous of late, and it begins to look as if this department of the trade was about to yield considerable business. There is a feeling among the wholesalers that better business in hardwoods is setting in. It is anticipated, too, that active buying will cause a gradual improvement in prices from the selling standpoint, which is devoutly hoped for in the trade. At the present time the Ontario government is spending thousands of dollars in a huge advertising campaign with the object of keeping the wheels of industry running and providing work for the unemployed. The lumber industry stands strongly behind the propaganda, realizing that it will benefit from a realization of the objects of the campaign.

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Ten-inch and up in diameter. Will pay highest cash price and inspect at loading point. Write us. J. W. FRYE LBR. & VENEER CO., Dayton, Ohio.

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FOR SALE

2 5-ton White trucks.
1 5-ton Holt tractor.
In excellent condition. Will sell at a bargain. THE KRAETZER-CURED LUMBER CO., Greenwood, Miss.

FOR SALE

Logging equipment, sleighs, water tanks, jammers, tackle, etc. Also full camp equipment, springs, mattresses, blankets and kitchen utensils for 150 men. Address Box 826, care HARDWOOD RECORD.

EMPLOYMENT WANTED**PORTABLE SKIDDER FOR SALE**

The Tom Huston Portable Skidder; quickly moved from place to place under its own power. Made of steel; light, powerful and handles largest logs with ease. Shipped to reliable parties anywhere on fifteen days' trial. It will cut down your logging costs. TOM HUSTON MFG. CO., Columbus, Ga.

CLYDE SKIDDER FOR SALE

One two-line Clyde steam skidder ready to operate, complete with rehaul and new set of yellow strand wire rope throughout; boiler 125 pounds steam pressure; six trucks; tank. Every part in first class condition. Will sell cheap for cash and quick sale.

W. P. BROWN & SONS LUMBER CO., Inc., Fayette, Alabama.

MACHINERY FOR SALE**FOR SALE**

Complete Band Mill. Well equipped for sawing walnut lumber. Address Box 841, care HARDWOOD RECORD.

FOR SALE

One Rebuilt 78" St. Joe Iron Works Veneer Lathe with new set of knives, ready for immediate delivery. Write Noble Machine Company, Fort Wayne, Ind., for price.

STEAM HAULER

Made by Phoenix Mfg. Co., Eau Claire, Wis. In fine condition; has been thoroughly overhauled; is ready for use. Have engineer for operation. Address CHALMERS CURTIS, Petoskey, Mich.

FOR SALE

One right-hand brand new modern 16-foot Veneer Saw with automatic set works and positive offset. Fixed for direct motor drive. The last word for veneer and thin lumber sawing. For particulars address Box 824, care HARDWOOD RECORD.

NOW IS YOUR CHANCE TO GET SOME REAL BARGAINS IN MACHINERY

On account of the death of A. A. McLaughlin, owner of A. A. McLaughlin & Co., machinery dealers, the entire business will be sold to settle up the estate. If you are looking for some real bargains, write us quick for our list of used machines before the other fellow beats you to them.

A. A. McLAUGHLIN & CO.,
24 West Second St., Cincinnati, O.

FOR SALE

1 24x42" left-hand Hardie-Tynes heavy duty Corliss engine.

1 20x42" left-hand Hardie-Tynes Girder frame Corliss engine.

1 16x36" right-hand Bates Corliss engine.

1 150 horsepower Cochrane feed water heater.

These engines are guaranteed in first-class condition. Immediate shipment. For further particulars and prices, address P. O. Box 1392, Birmingham, Ala.

MACHINERY WANTED**WANTED**

To purchase used hardwood end matching flooring machine. Give make, where located, condition of machine and your lowest cash price in first letter. Address Box 832, care HARDWOOD RECORD.

BUSINESS OPPORTUNITIES**FOR SALE—VENEER MILL**

In fine northern hardwood section, two lathes, automatic dryer, excellent power plant and sawmill in connection. Address Box 834, care HARDWOOD RECORD.

WANTED

More capital for Veneer Plant in South. Want to enlarge plant, equip with another lathe and dryer for handling commercial stock. Fine timber for many years and cheaper than can be bought elsewhere. Fine opening.

Would like to organize new company and put our plant in, or simply take in new capital. Fine opening for first-class superintendent, office man, or would consider surrendering management to right party. Investigation invited. Address Box 822, care HARDWOOD RECORD.

SOUTHERN SALES CONNECTION

Old established northern hardwood manufacturer with complete sales organization covering New York, New Jersey, Pennsylvania and New England states, with branch sales office in Boston and New York City, desires southern hardwood connection, including oak flooring and yellow pine, on commission, or will buy outright and handle own accounts. Address Box 835, care HARDWOOD RECORD.

SALES REPRESENTATION

Of reliable Hardwood mills wanted, stock suitable for New York market, particularly Poplar, Chestnut, Oak, Basswood, Gum, Maple, Birch and Oak and Maple Flooring. Arrangement whereby mill invoice to customers considered or advertiser would carry credit. Advertiser parties of highest financial standing, thoroughly responsible and will bear full investigation. Reply fully and if favorable, advertiser will visit mill. Address Box 821, care HARDWOOD RECORD.

MISCELLANEOUS**FOR SALE**

1,000,000 sawdust bags \$35. New bags made from best burlap. Will fit for every purpose. Sacrifice at \$35 per 1000. No samples will be sent less than 1000 bags. JOS. WERNER, P. O. Box 658, Hartford, Conn.

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White and red oak and treatment railroad cross-ties for sale, priced right for immediate delivery. Address J. O. WHEADON, Box 122, Bloomington, Ill.

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Manufacturers & Importers

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send in their order now, accompanied by check,
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Land Commissioner, Soo Line Railway
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HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good
wdths. & lgths., 2 yrs. dry. ATLANTIC LBR.
CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8, 8/4, 12/4, 16/4, reg.
wdths. & lgths., 6 mos. dry. BARR-HOLADAY
LBR. CO., Greenfield, O.

NO. 1 C. & BTR., white, 4/4-12/4", reg.
wdths. & lgths., yr. dry. BUFFALO HDWD
LBR. CO., Buffalo, N. Y.

NO. 2 C., 6/4, 8/4, 10/4, 12/4". S. P. COP-
POCK & SONS LBR. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 12/4"; NO. 1 C. & SEL.,
4/4"; NO. 2 C. & NO. 3 C., 4/4". DARNELL-
LOVE LUMBER CO., Leland, Miss.

NO. 2 C., 5/4 & 6/4, reg. wdths. & lgths.
DICKSON & LAMBERT LBR. CO., Memphis,
Tenn.

NO. 1 C. & BTR., 8/4, 10/4". GEO. C.
EHMANN & CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C., NO. 2 C., 5/4"; NO.
2 C., 4/4"; NO. 1 C. & BTR., 8/4, 10/4, 16/4".
GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 5/4", 10/4", good wdths., 60% 14' &
16', 5 mos. dry, tough white; NO. 2 C., NO. 3
C., 5/4", good wdths., 60% 14' & 16', 5 mos. dry,
tough white; FAS, 10/4". LOUISIANA RED
CYPRESS CO., Memphis, Tenn.

ALL GRADES, 5/8-16/4". MALEY &
WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4, 12/4", dry. HARRY
H. MAUS, So. Bend, Ind.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4",
good wdths., 60% 14' & 16", 8 mos. dry, tough
band sawn. L. D. MURRELLE LBR. CO.,
Memphis, Tenn.

NO. 1 C. & BTR., 5/4". RUSH LBR. CO.,
Memphis, Tenn.

NO. 1 C. & BTR., 10/4, 12/4, 14/4, 16/4", reg.
wdths. & lgths., 1-8 mos. dry. SWAIN-ROACH
LBR. CO., Seymour, Ind.

FAS, 4/4", 6/4, 8/4", reg. wdths. & lgths.,
4-8 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg.
wdths. & lgths., 4-10 mos. dry; NO. 1 C., 4/4-
16/4", reg. wdths. & lgths., 4-10 mos. dry;
NO. 2 C., 4/4, 5/4, 8/4", reg. wdths. & lgths.,
4-10 mos. dry. JOHN M. WOODS LBR. CO.,
Memphis, Tenn.

NO. 1 C. & BTR., 10/4, 8/4, 4/4". WOOD-
MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std.
lgths., 2 yrs. dry, northern stock, tough texture.
YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 10/4". AMERICAN COL-
UMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-12/4", good wdths. &
lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buf-
falo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths.,
9 mos. dry, full log run; NO. 2 C., 4/4", reg.
wdths. & lgths., 9 mos. dry, full log run. EAST
JORDAN LBR. CO., East Jordan, Mich.

NO. 1 C., 4/4". G. ELIAS & BRO., INC.,
Buffalo, N. Y.

LOG RUN, 5/4". JACKSON & TINDLE,
INC., Grand Rapids, Mich.

NO. 1 C. & BTR., white, 4/4, 5/4"; FAS, 5/4";
NO. 1 C. & SEL., 4/4"; NO. 3 C., 6/4". MASON-
DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC
CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths., std.
lgths., 1 to 2 yrs. dry. YEAGER LBR. CO.,
Buffalo, N. Y.

BEECH

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. &
lgths., yr. dry. BUFFALO HDWD. LBR. CO.,
Buffalo, N. Y.

NO. 2 C. & BTR., 10/4". S. P. COPPOCK &
SONS LBR. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 5/4, 6/4", reg. wdths. &
lgths., 2-9 mos. dry, full log run; NO. 3 C.,
5/8, 5/4", reg. wdths. & lgths., 10 mos. dry.
EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 C. & BTR., 6/4". G. ELIAS & BRO.,
INC., Buffalo, N. Y.

HIGH GRADE, 4/4, 6/4, 8/4". JACKSON &
TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 5/8, 4/4, 6/4, 8/4". HARRY H.
MAUS, So. Bend, Ind.

NO. 2 & BTR., 4/4, 5/4, 8/4", good wdths. &
lgths., dry. STRABLE LBR. & SALT CO.,
Saginaw, Mich.

LOG RUN, 5/8", reg. wdths. & lgths., dry.
SWAIN-ROACH LBR. CO., Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. &
lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buf-
falo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths.,
yr. dry, full log run; NO. 2 C., 4/4", reg. wdths.
& lgths., yr. dry. EAST JORDAN LBR. CO.,
East Jordan, Mich.

HIGH GRADE, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4".
JACKSON & TINDLE, INC., Grand Rapids,
Mich.

NO. 2, 4/4". KING MILL & LBR. CO., Pa-
ducah, Ky.

NO. 1 C. & SEL., 3/4", A. D.; NO. 1 C. &
SEL., K. D.; NO. 1 C. & SEL., 4/4", K. D.
MAISEY & DION, Chicago, Ill.

HARDWOODS FOR SALE

NO. 1 C. & SEL., 4/4"; NO. 2 C., 4/4, 5/4"; NO. 3 C., 4/4, 5/4"; NO. 1 C. & SEL., 5/4"; NO. 1 & 2 C., 4/4, 6/4, 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 8 4", good wdths. & lgths., dry, 40-50% FAS. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUTTERNUT

NO. 3 C. & BTR., 4/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

CHERRY

NO. 2 C. & BTR., 4/4-12/1", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, 8/4-16/4"; NO. 2 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

CHESTNUT

SD. WORMY, 4/4, 5/4, 6/4, 8/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 4/4. WOOD-MOSAIC CO., INC., Louisville, Ky.

COTTONWOOD

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4". S. P. COPPOCK & SONS LBR. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4", good wdths., 60% 14 & 16", 5 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

CYPRESS

NO. 1 C. & NO. 2 C., both 4/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. CULL & PECK, 4/4", ran. wdths., 50-60% 14 & 16", 3 mos. dry. THE BREECE MFG. CO., Portsmouth, O.

SEL., 6/4"; NO. 1 & NO. 2 BOXING, 1x6, 1x8, 1x4 & up; PECK, 4/4, all Pantherburn. DARNELL-LOVE LBR. CO., Leland, Miss.

SHOP & NO. 1 C., 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

SELS, 5/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

SHOP & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN, 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4, 10/4, 12/4". DARNELL-LOVE LUMBER CO., Leland, Miss.

LOG RUN, 4/4-12/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. wdths. & lgths., yr. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & NO. 2 C., 4/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

HIGH GRADE, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4". KING MILL & LBR. CO., Paducah, Ky.

COM. & BTR., 10/4", good wdths., 60% 14 & 16", 5 mos. dry. LOG RUN, 5/4", good wdths., 60% 14 & 16", 5 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

LOG RUN, 4/4", A. D. MAISEY & DION, Chicago, Ill.

NO. 1 C. & BTR., 4/4-12/4". HARRY H. MAUS, So. Bend, Ind.

NO. 1 C. & BTR., 4/4-14/4", reg. wdths. & lgths., dry. R. B. MAXSON, So. Bend, Ind.

NO. 1 & BTR., 10/4", 12/4", good wdths., av. lgths., dry, northern. STRABLE LBR. & SALT CO., Saginaw, Mich.

LOG RUN, 8/4", 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—ROCK

LOG RUN, 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 10/4 & 12/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

GUM—PLAIN RED

NO. 2 COM. & BTR., 4/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 1 C. & SEL., 4/4". A. D. MAISEY & DION, Chicago, Ill.

NO. 2 C. & BTR., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 8 mos. dry. band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 1/2, 5/8"; NO. 1 & 2 C., 4/4-5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C., 6/4"; NO. 1 C. & BTR., 6/4"; FAS, 10/4". S. N. D. STILLIONS-MINGEA LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths. D. S. WATROUS CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & SEL., 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

FAS & NO. 1 & 2 C., both 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4". RUSH LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4". STILLIONS-MINGEA LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. wdths. & lgths.; FAS, 5/4"; NO. 1 C., 5/4", 6/4, 8/4", reg. wdths. & lgths. D. S. WATROUS CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/4, 6/4", reg. wdths. & lgths., dry, S. N. D. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 C., 3/4, 4/4, 5/4, 6/4, reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., pl., 4/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. NO. 2 C. & BTR., pl., 6/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.

NO. 2 C., 8/4", pl. DARNELL-LOVE LBR. CO., Leland, Miss.

LOG RUN, 5/4"; NO. 1 C. & BTR., qtd., 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & NO. 3 C., both 4/4", good wdths., 60% 14 & 16", 5 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

ALL GRADES, pl. or qtd., 4/4 to 10/4", reg. wdths. & lgths., dry. RAY B. MAXSON, So. Bend, Ind.

NO. 1 C. & BTR., pl., 5/8, 3/4, 4/4, 5/4; NO. 1 C. & BTR., qtd., 5/4, 6/4, 8/4. PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, pl. & qtd., 6/4". STILLIONS-MINGEA LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 5/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

FAS, qtd., 5/4", reg. wdths. & lgths. D. S. WATROUS CO., Memphis, Tenn.

FAS, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

FAS, qtd. red sap, 6/4 & 8/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., qtd. & pl. red, 4/4 & 5/4", reg. wdths. & lgths. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, tupelo, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

BOX BDS., 4/4"x13" & up. S. P. COPPOCK & SONS LBR. CO., Fort Wayne, Ind.

LOG RUN, tupelo, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

FAS, NO. 1 & NO. 2 C., all 4/4", good wdths., 60% 14 & 16", 5 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 2 C. & BTR., black, 4/4", good wdths., 60% 14 & 16", 8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., black, 6/4". STILLIONS-MINGEA LBR. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

HICKORY

NO. 3 COM. & BTR., 6/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

LOG RUN, 6/4, 8/4"; LOG RUN, pecan, 6/4, 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry; MILL RUN, pecan, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry.

over dry. THE BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & NO. 2 C., 8/4", good wdths., 60% 14 & 16", 5 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

LOG RUN, 8/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MAGNOLIA

LOG RUN, 4/4", A. D. MAISEY & DION, Chicago, Ill.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., 8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4, 6/4, 8/4". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 12/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

QUARTER SAWED, 4/4, 5/4, 6/4, 8/4"; END DRIED, white, 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & B., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., dry. R. B. MAXSON, So. Bend, Ind.

NO. 2 C. & BTR., 12/4". RUSH LBR. COMPANY, Memphis, Tenn.

NO. 1 & BTR., 4/4, 6/4", good wdths. & lgths., dry, high grade. STRABLE LBR. & SALT CO., Saginaw, Mich.

LOG RUN, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4 & 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4, good wdths., 60% 14-16", 5 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

LOG RUN, 10/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

OAK—PLAIN RED

NO. 1 C., 3/4, 4/4, 5/4, 6/4, 8/4 & 10/4", reg. wdths. & lgths., 6-24 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 6/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 3/4"; NO. 2 C., 1/2, 5/8"; CROSSING PLANK, 12/4"; NO. 3 C., 5/8" & 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 5/8, 3/4, 4/4, 5/4, 8/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4". RUSH LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 3/4", 9" & wider, reg. lgths. D. S. WATROUS CO., Memphis, Tenn.

NO. 1 C., 5/8, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C., 3/4, 4/4, 6/4"; NO. 2 C., 3/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 6/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C., 1/2"; CROSSING PLANK, 16/4". DARNELL-LOVE LBR. CO., Leland, Miss.

HARDWOODS FOR SALE

ALL GRADES, 1 2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
NO. 1 & 2 C., 4 4". RUSH LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 3 4", 9" & wider, reg. lgths. D. S. WATROUS CO., Memphis, Tenn.
NO. 1 C., 5 8, 5 4, 6 4", reg. wdths. & lgths. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C., 4 4". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 1 C. & SEL., 5 8; NO. 2 C., 3 4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5 8-5 4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 1 2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
FAS, 5 4", NO. 1 & 2 C., 5 4". RUSH LBR. CO., Memphis, Tenn.

NO. 1 C. & FAS, 4 4, 5 4, 8 4", reg. wdths. & lgths. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C., 4 4, 5 4, 6 4"; NO. 2 C., 3 4, 4 4, 5 4, 6 4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., 3 4-16 4", good wdths. & lgths. 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., qtd. red & white, 4 4 & 5 4, reg. wdths. & lgths. 6 mos. dry. BARR HOLA DAY LBR. CO., Greenfield, O.

SD. WORMY, pl., 8 4", ran. wdths., 50-60", 14 & 16", 8 mos. & over dry. COM. & BTR. TRAM. PLANK, NO. 3 C., all pl., 8 4", ran. wdths., 50-60", 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

SD. WORMY, 4 4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4 4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., tie siding, ran. wdths., 8 1/2-16, 10 mos. dry. HUFF-STICKLER LBR. CO., So. Bend, Ind.

FAS, NO. 1 C., NO. 2 C., NO. 3 C., all pl. mixed, 4 4", good wdths., 60", 14 & 16", 5 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C. & BTR., R. & W., 4 4, 5 4". HARRY H. MAUS, So. Bend, Ind.

NO. 2 C. & BTR., qtd., 4 4, 5 4, 6 4, 8 4", good wdths., 60", 14 & 16", 8 mos. dry. NO. 2 C. & BTR., pl., 4 4, 5 4, 6 4, 8 4", good wdths., 60", 14 & 16", 8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

SD. WORMY, 4 4". RUSH LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., pl. R. & W., 4 4-16 4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

POPLAR

NO. 1 C., soft yellow, 4 4, 5 4, 8 4". AMERICAN COLUMN & LBR. CO., Columbus, O.

NO. 1 C., 4 4", reg. wdths. & lgths. yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 3, 4 4", ran. wdths., std. lgths., 8 mos. dry. HUFF-STICKLER LBR. CO., So. Bend, Ind.

NO. 1 C., 5 4". K. D. FAS, 8 4", A. D. MAISEY & DION, Chicago, Ill.

NO. 2 C. & BTR., 4 4, 5 4, 6 4, 8 4", 60", 14 & 16", 8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

SAPS & SEL., 4 4; NO. 1 C., 5 8, 3 4, 4 4, 5 4, 6 4; NO. 2 C., 4 4, 6 4, 8 4; NO. 3 C., 1 4. WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 & BTR., 5 8", 16 4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, sap, 5 8"; NO. 1 C., 5 8, 4 4, 8 4"; NO. 2 A. D. COM., 4 4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, qtd., 4 4", ran. wdths., 50-60", 14 & 16", 8 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.

LOG RUN, 5 4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, NO. 1 C., NO. 2 C., NO. 3 C., all 4 4", good wdths., 60", 14 & 16", 5 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 4, 6 4", good wdths., 60", 14 & 16", 5 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

WALNUT

ALL GRADES, 5 8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

MISCELLANEOUS DIMENSION STOCK

CLEAR, gum squares, 3x3-30", ran. wdth., 2 mos. dry. HUFF-STICKLER LBR. CO., So. Bend, Ind.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 48-98, 1/16, 6-36, 42-98, 1/8, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, 1/16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1 8" thicknesses or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 74-92, 1/16, 6-36, 74-92, 1/8, 6-36, 48-98, 3/16, 6-36, 48-98, 1/4, 6-41, 50-97. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13" long x 6" & up, 1 24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16" long x 6" & up wide, 1 8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

Striped mottled, AFRICAN & HONDURAS. PL. HONDURAS, drawer bottom stock, unusually fine stock. FREIBERG MAHOGANY CO., Cincinnati, O.

SLICED, striped, plain, mottled, std. 1 28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD. SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN & CURLY, Ind. white 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86";

SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1 8" thickness; FLITCH STOCK, white, sawed qtd., 10-14" long x 6" & up wide, 1/20-1 8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1 20-1 8"; FLITCH STOCK, red, sawed qtd., 10-14" long x 6" & up wide, 1/20-1 8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/8, 6-36, 36-98, 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10" long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

PINE

SHEET STOCK, 1/8, 6-37, 62-98 75% 86 & over long. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1 28-1 8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1 8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1 8 & 3 16, 6-43, 36-98. VENEERS MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4", 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

SLICED, 1/28"; FIG. BUTTS, 1/30"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind. SLICED & ROTARY CUT, highly figured FREIBERG MAHOGANY CO., Cincinnati, O. 1/20-1 8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

TABLE TOP STOCK, 4 4, 4" & up, 43-46-49", 4 mos. dry. HUFF-STICKLER LBR. CO., So. Bend, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

CROSS BANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

THREE PLY, 1/4", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 1/4", G2S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

BIRCH

THREE PLY, 1/4 x 24 x 48, G2S; FIVE PLY, 3/4 x 36 x 72, G1S, 3/4 x 24 x 72, G2S, 3/4 x 30 x 72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4 x 24 x 72, G1S, 1/4 x 30 x 72, G1S, 1/4 x 24 x 72, G2S, 1/4 x 30 x 72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

- A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(See page 11)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(See pages 2, 10, 11) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn., Vicksburg, Miss., Rayville, La.,
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(See page 11) **BARR-HOLADAY LUMBER CO.**
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
Manufacturer, Greenfield, OHIO

**OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak**
These are a few of the many species
of oak in commercial use

(See page 11) **J. H. Bonner & Sons**
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(See page 11)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbers
are judged. It is the "Oid Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

*The largest remaining stand of hardwood
timber, the appalachian region, contains a
heavy percentage of oak.*

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, MISSISSIPPI

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(See page 11)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN
NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(See page 11)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
**C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,**
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

*The name "Oak" from time immemorial,
has been the symbol of strength and reli-
ability.*

(See page 10) **W. P. Brown & Sons Lumber Co.**
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

**OAK IS SUPREME IN THE MANUFACTURE
OF CHURCH FURNITURE.**

*Oak combines more strength with more
beauty than any other wood grown.*

We have for fall shipment large stock of 10/4 and
12/4 C. & B. Oak; other thicknesses from 4/4 to 8/4
in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(See page 12)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50
per cent when they are compared among
themselves, and there is no less difference
among different species when their strength
is under consideration.

(See page 10)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(See page 10)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been
estimated at 25,000,000,000 feet, and that is
equalled by West Virginia, while Arkansas
leads all others with 26,765,000,000.

(See page 12)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(See page 10)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

*The depression of lumber prices is ex-
pected to have no permanent effect on oak
veneer because of scarcity of its cut.*

(See page 12)
We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

*"The Oak Is the Most Majestic of Forest
Trees."—Loudon.*

A B C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(See page 12)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

MANUFACTURERS

NORTHERN Hardwoods and Hemlock

Inquiries Are Solicited

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

SEVERAL THOUSAND LUMBERMEN

are using our Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD -

CHICAGO

A CREDIT BUSINESS

Perfectly Good by
Consulting the

RED BOOK

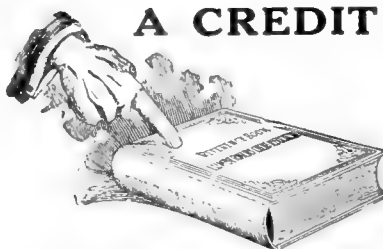
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and Ratings of

All Who Buy and Sell Lumber in Any Form

SUCCESSFUL COLLECTION DEPARTMENT TOO

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CHICAGO NEW YORK



Salt Lick Lumber Co.

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KENTUCKY

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Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER

404-405 BIBB REALTY BUILDING

MACON, GA.

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THREE-PLY, 1/8", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 3/16", G1S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

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FIVE PLY, red, 1/4"x36x60, 1S, 1/4"x36x72, 1S, 3/8"x36x72, 1S, 3/8"x24x72, 2S, 3/8"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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THREE PLY, 1/4"x24x72, G1S, 1/4"x30x72, G1S, 1/4"x24x72, G2S, 1/4"x30x72", G2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, 42 to 54 round rim bound, 60x48 & 60x45, rim bound, 28x48, 26x54, 20x60, 26x66, poplar core. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

MISCELLANEOUS

THREE & 5-PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S, 1/4"x36x72, 1S, 3/8"x36x72, 1S, 3/8"x24x60, 2S, 3/8"x30x60, 2S, 3/8"x24x72, 2S, 3/8"x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4"x36x72, 1S, 3/8"x36x72, 1S, 3/8"x24x72, 2S, 3/8"x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/8"x36x72, 1S, 3/8"x24x72, 2S, 3/8"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, qtd., white, 42 to 54, chestnut core, 42 to 54, round plank edge, 42 to 54, round rim bound; TABLE TOPS, library, qtd., white, 26x42 & 28x48, chestnut core;

THREE PLY, pl. white, 1/4", G1S, 24-30 & 36", 60 & 72" long; THREE PLY, pl. white, 1/4",

G2S, 24-30 & 36, 60 & 72 long; FIVE PLY, 3/8", G2S, pl. white, 24 & 30 wide, 72 long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

TABLE TOPS, dining, 42 to 54, round rim bound, 60x48 & 60x45, rim bound. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

YELLOW PINE

FIVE PLY, 1/4"x36x72, 1S, 3/8"x36x72, 1S, 3/8"x24x72, 2S, 3/8"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/4", G2S, 24 & 36", 60 & 72" long; THREE PLY, 3/8", G2S, 20-26 & 28" 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company
LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE HAVE A GOOD STOCK OF
5/8 to 16/4 ASH

AND A COMPLETE STOCK OF
4/4 to 8/4 POPLAR

LET US HAVE YOUR INQUIRIES

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

Space—Plus—Service

- 1—Space
(Buying Power, \$376,000,000)
- 2—Bulletin
of Consumers
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Section

Economy Commensurate With Value
HARDWOOD RECORD

EMERSON SAYS—

"If a man can write a better book, preach a better sermon, or make a better mouse trap than his neighbor, though he build his house in the woods, the world will make a beaten path to his door."

Altho' we have only been in business for the past 18 months we can see unmistakable signs of the beaten path already.

The Answer Is
WE DELIVER *THE GOODS*

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616 INTERSOUTHERN BUILDING

W. P. Brown & Sons Lumber Company

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KILN DRIED AND AIR DRIED
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Southern Hardwoods

OAK—ASH—GUM—CYPRESS

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Aberdeen Lumber Co.

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ESTABLISHED 1850 INCORPORATED 1913

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Southern Hardwoods
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WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

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Maple, Beech and Birch

Clear and Bundled

1 x 1—14 inch.....	10 M Pieces
1 x 1—18 inch.....	10 M Pieces
1 x 1—24 inch.....	14 M Pieces
1 x 1—32 inch.....	14 M Pieces
1 x 1—42 inch.....	6 M Pieces
1 x 1—46 inch.....	17 M Pieces

We are producing continuously a moderate quantity of this stock in our Flooring Factory and would consider a yearly contract for the output. Can you use it?

Cobbs & Mitchell, Inc.

Sales Department CADILLAC, MICHIGAN

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

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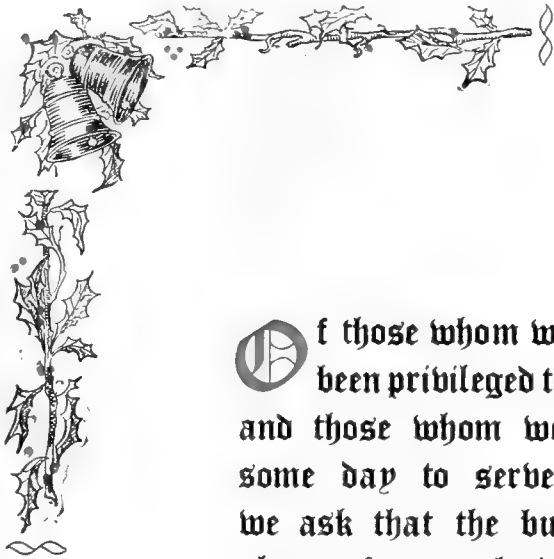
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Offer the following DRY HARD MAPLE

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6/4 No. 3 Com....	25M	16/4 No. 3 Com....	50M

Write for Special Requirements in
No. 3 Common Maple. We have it.

Main Office.....Iron Mountain, Mich.
Chicago Office...1329 Peoples Gas Bldg.



Of those whom we have been privileged to serve and those whom we hope some day to serve, may we ask that the business phase of our relations be subordinated to the sentiment of the Season? Our cordial good wishes are of a sincerity augmented by their very repetition these many years — A Merry Christmas and A Happy New Year to you!

ANDERSON-TULLY CO.
MEMPHIS



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Stimson's
HARDWOOD
LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
 Huntingburg, Ind.

Stimson Veneer & Lumber Co.
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J. V. Stimson Hardwood Co.
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Northern Hardwoods

WRITE
STEARNS & CULVER
LUMBER CO.
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Ash
Soft Elm
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Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
 US AS TO YOUR NEEDS

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Lumber Company
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Manufacturers of
Northern Hardwoods
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BASSWOOD		8 1/2" No. 1 & 2 Com. 40,000'
1 1/2" No. 1 Com. & Btr.	13 1/2" No. 1 C & B. 75,000'	
White 32,000'	12 1/2" No. 1 C & B. 85,000'	
5 1/2" No. 1 C & Btr.	HARD MAPLE	
White 105,000'	12" No. 1 C & B. 225,000'	
1 1/2" FAS. 75,000'	8 1/2" No. 2 Com. 50,000'	
1 1/2" No. 1 C & S-I 75,000'	8 1/2" No. 1 C & B. 275,000'	
6 1/2" No. 2 Com. 60,000'	8 1/2" No. 2 Com. 267,000'	
BIRCH		10 1/2" No. 1 C & B. 65,000'
1 1/2" No. 1 C & S-I 275,000'	12 1/2" No. 1 C & B. 75,000'	
1 1/2" No. 2 Com. 175,000'	SOFT ELM	
1 1/2" No. 2 Com. 225,000'	12" No. 2 C & B. 1 car	
1 1/2" No. 1 & 2 Com. 75,000'	8 1/2" No. 1 C & B. 48,000'	
2 1/2" No. 1 C & S-I 245,000'	ROCK ELM	
2 1/2" No. 2 Com. 245,000'	8 1/2" No. 1 C & Btr. 85,000'	
6 1/2" No. 2 C & B. 25,000'		
6 1/2" No. 1 & 2 Com. 255,000'		

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Hardwood Record

semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, JANUARY 10, 1922

Subscription \$2
Vol. LII, No. 6

DARNELL-LOVE LUMBER COMPANY

MANUFACTURERS AND EXPORTERS

HARDWOOD LUMBER

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U.S.A.

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H. D. LOVE, VICE-PREST
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ALL OF WHICH IS DRY AND AVAILABLE FOR PROMPT SHIPMENT

WE SOLICIT YOUR INQUIRIES AND ORDERS

QUARTERED WHITE OAK	3/8" No. 1 C. & S.	83,000'	5/8" FAS 14/15"	85,000'	5/4" No. 1 Common	44,970'	4/4" No. 3 Common	20,000'
1/4" FAS	1/2" No. 1 C. & S.	94,000'	5/8" FAS 13/17"	50,000'	1x8" No. 1 Common	65,000'	12/4" No. 3 Common	6,500'
1/2" FAS	5/8" No. 1 C. & S.	92,000'	4/4" FAS 13" & up	17,000'	1x10" No. 1 Common	17,000'	HACKBERRY	
3/4" FAS	3/4" No. 1 C. & S.	71,000'	4/4" FAS 14/15"	45,000'	8/4" No. 1 Common	35,000'	4/4" Log Run	1,000'
4/4" Strips	4/4" No. 1 C. & S.	59,000'	4/4" FAS 16/19"	30,000'	1x6" Nos. 1 & 2 Boxing	35,000'	5/4" Log Run	7,500'
1/4" No. 1 C. & S.	5/4" No. 1 C. & S.	6,000'	4/4" FAS 18/21"	45,000'	1x8" Nos. 1 & 2 Boxing	40,000'	5/4" No. 3 Common	3,000'
3/8" No. 1 C. & S.	6/4" No. 1 C. & S.	4,800'	4/4" FAS 20" & up	26,000'	1x4" & up Nos. 1 & 2		COTTONWOOD	
1/2" No. 1 C. & S.	12/4" No. 1 C. & S.	1,000'	4/4" Box Bds., 13/17"	65,000'	Boxing	85,000'	4/4" FAS 6 12"	75,000'
5/8" No. 1 C. & S.	PLAIN RED OAK		5/4" FAS	27,000'	6/4" No. 2 Common	75,000'	4/4" FAS 13/17"	31,500'
3/4" No. 1 C. & S.	1/2" No. 2 Common	87,000'	6/4" FAS	28,000'	8/4" No. 2 Common	15,000'	4/4" No. 1 Common	84,000'
4/4" No. 1 C. & S.	5/8" No. 2 Common	89,000'	8/4" FAS	11,000'	4/4" Peck	15,000'	4/4" No. 2 Common	750'
5/8" No. 1 C. & S.	3/4" No. 2 Common	75,000'	1/4" No. 1 Common	6,000'	1x8" Peck	15,000'	PLAIN BLACK GUM	
3/4" No. 1 C. & S.	4/4" No. 2 Common	40,000'	3/8" No. 1 Common	26,000'	1x10" Peck	30,000'	4/4" FAS	9,600'
4/4" No. 1 C. & S.	5/8" No. 3 Common	150,000'	1/2" No. 1 Common	30,000'			4/4" No. 1 C. & S.	24,000'
1/4" No. 2 Common	3/4" No. 3 Common	200,000'					4/4" No. 2 C. & S.	3,000'
3/8" No. 2 Common	OAK		PLAIN SAP GUM				QUARTERED BLACK GUM	
1/2" No. 2 Common	3/1" Sound Wormy	11,640'	5/8" No. 1 C. & S.	100,000'	4/4" 12" & Wider Coffin		4/4" Log Run	20,000'
3/4" No. 2 Common	4/4" Sound Wormy	146,000'	3/4" No. 1 C. & S.	43,000'	Boards	15,000'	MAPLE	
5/8" No. 2 Common	PLAIN RED GUM		4/4" No. 1 C. & S.	85,000'	4/4" Log Run	59,000'	4/4" Log Run	12,000'
3/4" No. 2 Common	3/8" FAS	11,500'	8/4" No. 1 C. & S.	14,630'	6/4" Log Run	56,000'	10/4" Log Run	6,000'
4/4" No. 2 Common	1/2" FAS	16,000'	3/8" No. 2 Common	1,680'	8/4" Log Run	30,000'	PLAIN SYCAMORE	
5/4" No. 2 Common	5/8" FAS	10,000'	1/2" No. 2 Common	15,000'	12/4" Log Run	37,000'	4/4" Log Run	8,500'
12/4" No. 2 Common	3/4" FAS	3,700'	3/8" No. 2 Common	10,960'	6/4" No. 2 Common	12,000'	BEECH	
PLAIN WHITE OAK	5/4" FAS	2,800'	3/4" No. 2 Common	55,590'	8/4" No. 2 Common	14,000'	4/4" Log Run	1,800'
1/2" FAS	3/8" No. 1 C. & S.	97,700'	4/4" No. 2 Common	14,570'	10/4" No. 2 Common	42,000'	HICKORY	
1/4" No. 1 Common	1/2" No. 1 C. & S.	91,500'	5/4" No. 2 Common	980'	12/4" No. 2 Common	21,000'	8/4" Log Run	10,000'
3/8" No. 1 Common	5/8" No. 1 C. & S.	70,000'	6/4" No. 2 Common	4,500'	3/4" No. 3 Common	40,000'	LOCUST	
1/2" No. 1 Common	3/4" No. 1 C. & S.	52,000'	QTD. RED GUM, S. N. D.		ASH		4/4" FAS	2,800'
3/4" No. 1 Common	4/4" No. 1 C. & S.	3,500'	3/4" FAS	40,000'	1/2" FAS	30,000'	4/4" Log Run	4,700'
12/4" No. 1 Common	5/4" No. 1 C. & S.	15,935'	6/4" FAS	30,000'	4/4" FAS	800'	POPLAR	
1/4" No. 2 Common	QUARTERED RED GUM		6/4" No. 1 C. & S.	12,000'	5/4" FAS	2,600'	4/4" FAS	17,000'
3/8" No. 2 Common	5/8" FAS	20,000'	PANTHERBURN CYPRESS		8/4" FAS	11,000'	4/4" No. 1 Common	77,000'
1/2" No. 2 Common	4/4" FAS	5,000'	4/4" FAS	25,590'	10/4" FAS	720'	4/4" No. 2 Common	54,000'
3/4" No. 2 Common	3/4" FAS	25,000'	4/4" FAS 13/17"	12,000'	12/4" FAS	24,000'	Log Run	4,600'
5/8" No. 2 Common	5/4" FAS	15,000'	4/4" FAS 18" & up	10,000'	16/4" FAS	3,000'	TUPELO	
3/4" No. 2 Common	6/4" FAS	9,000'	5/4" FAS	87,000'	3/8" No. 1 C. & S.	4,000'	4/4" FAS	18,000'
PLAIN RED OAK	8/4" FAS	60,000'	6/4" FAS	1,000'	1/2" No. 1 C. & S.	35,000'	4/4" FAS 13" & up	2,000'
3/8" FAS	5/8" No. 1 C. & S.	20,000'	12/4" FAS 13/17"	45,000'	4/4" No. 1 Common	10,000'	4/4" No. 1 Common	15,000'
1/2" FAS	3/4" No. 1 C. & S.	50,000'	4/4" Select	12,000'	6/4" No. 1 Common	14,000'	Log Run	4,600'
5/8" FAS	4/4" No. 1 C. & S.	16,000'	5/4" Select	16,000'	8/4" No. 1 Common	19,000'	PERSIMMON	
12" & Wider Coffin	6/4" No. 1 C. & S.	25,000'	6/4" Shop	80,000'	10/4" No. 2 Common	12,780'	4/4" Log Run	960'
Boards	8/4" No. 1 C. & S.	80,000'	5/4" Shop	27,000'	12/4" No. 2 Common	9,755'	WILLOW	
3/4" Coffin Boards	PLAIN SAP GUM		4/4" No. 1 Common	93,000'			4/4" Log Run	10,200'
4/4" FAS	4/4" FAS 6 12"	15,000'						
5/4" FAS, 12" & up	5/8" FAS	50,000'						
6/4" FAS	5/8" FAS 10 13"	20,000'						

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Buy and sell Hardwoods in Buffalo
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EVERYTHING IN HARDWOODS

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HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

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HARDWOODS OF ALL KINDS

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Our Specialty: QUARTERED WHITE OAK

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We Specialize in WHITE ASH, OAK and MAPLE

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Standard Hardwood Lumber Co.

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1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

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"SUCCESS," it is said, "breeds success." South Bend firms have always been justly proud of the unusual personal service they were able to render customers. Their location in the heart of wood-using industries, their splendid transportation, their ethical business practices have brought real success to South Bend hardwood firms and have been responsible for a consistently increasing list of such institutions in this market. The permanence of this growth is solid proof that South Bend's opportunities for instant and intimate personal service is a real asset both to the customer and to the South Bend shipper.

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Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension

RED and SAP GUM

The Soft Delta Kind. All thickness and grades.
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The Hyde Lumber Co.

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MILLS AND YARDS IN TENNESSEE

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HARDWOODS**

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HARDWOODS

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CYRUS C. SHAFER LUMBER CO.

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Manufacturer and Wholesaler

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St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND

SOUTH BEND, INDIANA

HARDWOODS AND YELLOW PINE

THE FULLERTON POWELL HARDWOOD LUMBER CO.

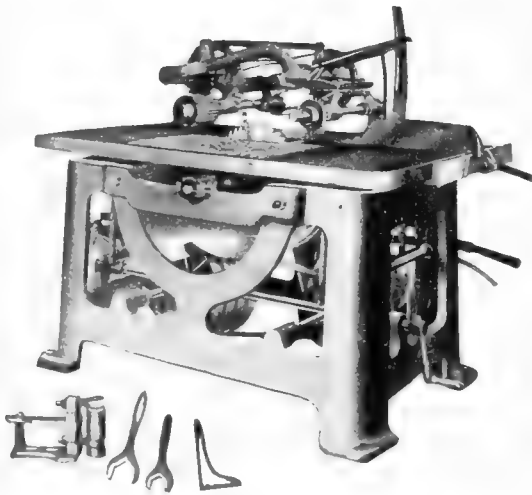
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Easiest Handling

buy the



Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

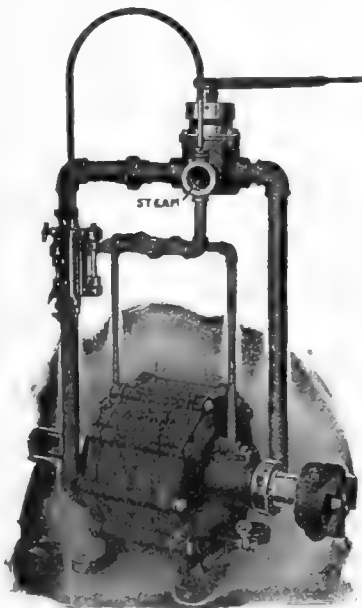
On the SAWYER

depends the getting out of lumber at least cost.

Give him a

SOULE STEAM-FEED

and he will cut more lumber with the same payroll.



CATALOG H TELLS HOW
WRITE FOR IT

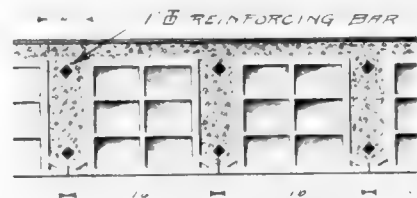
SOULE STEAM FEED WORKS

Box 352

MERIDIAN, MISS.

Kilns Properly Built Will Last For Years

Don't try to save a few dollars in construction only to spend ten times the same amount in repair, increased operating cost and damaged lumber.



Section thru tile roof

The experience obtained in building 3,000 Kilns is your assurance that you will get the best when building.

GRAND RAPIDS VAPOR KILNS

GRAND RAPIDS, MICHIGAN

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



HARDWOODS

MEMPHIS

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices
1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

QUARTER SAWN SYCAMORE
5/8" No. 2 Com. & Btr. 100,000'
4/4" No. 1 Com. & Btr. 25,000'
5/4" No. 1 Com. & Btr. 75,000'
6/4" No. 1 Com. & Btr. 100,000'

PLAIN SAWN SYCAMORE
5/8" No. 1 Com. & Btr. 100,000'
4/4" No. 1 Com. & Btr. 25,000'
5/4" No. 2 Com. & Btr. 75,000'
6/4" No. 1 Com. & Btr. 100,000'
10/4" No. 2 Com. & Btr. 75,000'

LOCKST
4/4" Log Run 25,000'

HACKBERRY
5/8" Log Run 100,000'

HICKORY
6/4" Log Run 25,000'
8/4" Log Run 100,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

QUARTERED WHITE OAK	1/2" FAS 65,800'
1/2" FAS 23,000'	1/4" FAS 99,319'
5/8" FAS 32,561'	5/4" FAS 47,000'
4/4" FAS 304,529'	1/2" No. 1 Common 91,100'
5/4" FAS 60,813'	5/8" No. 1 Common 195,000'
4/4" Clear Strips 51,000'	3/4" No. 1 Common 169,232'
1/2" No. 1 Common 166,500'	4/4" No. 1 Common 310,171'
5/8" No. 1 Common 221,993'	QUARTERED RED GUM
4/4" No. 1 Common 207,430'	5/8" FAS 7,000'
5/4" No. 1 Common 177,833'	4/4" Com. & Btr. 30,700'
8/4" No. 1 Common 131,500'	4/4" No. 1 Common 24,208'
4/4" Common Strips 56,500'	PLAIN RED GUM
PLAIN WHITE OAK	5/8" FAS 82,281'
1/2" FAS 203,000'	4/4" FAS 98,611'
3/4" FAS 191,900'	PLAIN SAP GUM
4/4" FAS 82,671'	5/8" FAS 293,759'
1/2" No. 1 Common 100,500'	5/4" FAS 142,600'
5/8" No. 1 Common 179,400'	4/4" No. 1 Common 105,573'
4/4" No. 2 Common 291,835'	5/4" No. 1 Common 121,000'
PLAIN RED OAK	ELM
3/8" FAS 66,500'	12/4" Log Run 78,400'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

COTTONWOOD
1/2" FAS 1 car
4/4" No. 1 Common 1 car
CYPRESS
4/1" No. 1 Common 1 car
1/2" FAS 1 car
4/4" No. 1 Common 1 car
4/4" Log Run 1 car
8/4" Log Run 1 car
10/4" Log Run 1 car
12/4" Log Run 1 car
SAP GUM
4/4" Box Bds. 12-14" 1 car
4/4" Box Bds. 14-16" 1 car
4/4" No. 1 Common 1 car
5/4" No. 1 Common 1 car
1/4" No. 2 Common 1 car
POPLAR
4/1" FAS 1 car
4/4" No. 2 Common 1 car
SYCAMORE
5/4" Log Run 1 car

Dickson & Lambert Lumber Co.

QUARTERED RED OAK	PLAIN SAP GUM
4/1" 1s & 2s 2 cars	4/4" 1s & 2s 2 cars
4/1" No. 1 Common 2 cars	4/4" 1s & 2s 2 cars
4/1" No. 2 Common 2 cars	4/4" 1s & 2s 2 cars
4/4" 1s & 2s, 10" & up. 1 car	4/4" 1s & 2s, 10" & up. 1 car
5/4" 1s & 2s 2 cars	4/4" No. 1 Common 2 cars
5/4" No. 1 Common 2 cars	4/4" No. 1 Common 2 cars
5/4" No. 2 Common 2 cars	4/4" No. 2 Common 2 cars
6/4" No. 2 Common 2 cars	QUARTERED RED GUM
4/1" Strips, 2-5 1/2" 2 cars	8/4" 1s & 2s 1 car
QUARTERED WHITE OAK	8/4" No. 1 Common 2 cars
5/4" No. 1 Common 1 car	6/4" No. 1 Common 2 cars
5/4" No. 2 Common 1 car	4/4" No. 1 Common 2 cars
6/4" No. 1 Common 1 car	4/4" 1s & 2s 1 car
6/4" No. 2 Common 1 car	PL. RED GUM, FIG'D WOOD
8/4" No. 1 Common 2 cars	4/4" 1s & 2s 1 car
4/4" No. 1 Common 5 cars	QTD. RED GUM, FIG'D WOOD
4/4" No. 2 Common 5 cars	4/4" 1s & 2s 1 car

The Frank A. Conkling Co.

CYPRESS
8/4" FAS 2 cars
1/4" FAS 2 cars
5/4" FAS 2 cars
8/4" S. & W. 2 cars
6/4" S. & W. 2 cars
4/4" S. & W. 2 cars
4/4" Shot 2 cars
4/4" No. 1 Common 2 cars
5/4" No. 1 Common 2 cars
6/4" No. 1 Common 2 cars
8/4" No. 2 Common 3 cars
SAP GUM
6/4" FAS 2 cars
5/4" FAS 2 cars
5/4" FAS, Qtd. SND. 2 cars
6/4" No. 1 Common 3 cars
5/4" No. 1 Common 3 cars
4/4" No. 2 Common 3 cars

Tustin Hardwood Lumber Co.

KELLOGG LUMBER CO.

PLAIN SAP GUM	6/4" No. 1 Common 221,770'
3/4" FAS 23,982'	8/4" No. 1 Common 40,480'
4/4" FAS 128,361'	10/4" Com. & Btr. 78,460'
5/4" FAS, 12" up. 12,087'	PLAIN RED GUM
5/4" FAS, 12" up. 9,800'	4/4" FAS 31,800'
6/4" FAS 27,725'	4/4" No. 1 Common 6,400'
4/4" Box Bds. 12-14" 6,270'	5/4" No. 1 Common 8,075'
3/4" No. 1 Common 2,810'	6/4" No. 1 Common 17,665'
4/4" No. 1 Common 12,660'	8/4" No. 1 Common 3,900'
5/4" No. 1 Common 121,393'	10/4" No. 1 Common 2,500'
5/4" No. 2 Common 12,000'	QUARTERED RED GUM
6/4" No. 2 Common 1,500'	6/4" FAS 11,895'
8/4" No. 2 Common 21,830'	8/4" FAS 66,980'
10/4" No. 2 Common 30,000'	10/4" FAS 2,000'
4/4" No. 3 Common 191,711'	6/4" No. 1 Common 35,835'
5/4" No. 3 Common 18,750'	8/4" No. 1 Common 14,000'
6/4" No. 3 Common 4,000'	
10/4" No. 3 Common 12,000'	
QUARTERED SAP GUM	
8/4" FAS 96,180'	

HARDWOODS

MEMPHIS

DIMENSION

ON HAND FOR IMMEDIATE SHIPMENT

FURNITURE STOCK

IMMATURE STOCK			
1 young male Clear Red Gilt		12x24 ¹ / ₂	207M
1 young male Clear Red Gilt		12x24 ¹ / ₂	207M
1 young male Sat. Gilt		24x36 1/2	22x24 ¹ / ₂
1 young male White and Red Oak		2x24 ¹ / ₂	197D
1 young male White and Red Oak		13x13 ¹ / ₂	197D
1 young male White and Red Oak		12x24 ¹ / ₂	197D
1 young male White and Red Oak		13x24 ¹ / ₂	197D
1 young male White and Red Oak		13x13 ¹ / ₂	187D
1 young male White and Red Oak		2x24 ¹ / ₂	197D
1 young male Quarter 1 White Oak		18x24 1/2 wider	227D
1 young male Quarter 1 Red Oak		18x24 1/2 wider	227D
1 young male Quarter 1 Red Oak		18x24 1/2 wider	227D
1 young male Ash		14x24 1/2 1/2	22x24 1/2

We will turn your requirements to square it flat in no time. Let us have your specifications.

C. B. COLBORN

QUARTERED WHITE OAK			QUARTERED WHITE OAK		
1 1/2" FAS		120.00	1 1/2" FAS	.....	75.0000
3 1/2" FAS		20.0000	3 1/2" FAS	.....	38.0000
5 1/2" FAS		9.0000	5 1/2" FAS	.....	8.0000
1 1/2" No. 1 Com. & Gr.		9.00	1 1/2" No. 1 Com. & Gr.		14.0000
3 1/2" No. 1 Com. & Gr.		150.0000	3 1/2" No. 1 Com. & Gr.		75.00
5 1/2" No. 1 Com. & Gr.		50.0000	5 1/2" No. 1 Com. & Gr.		45.0000
1 1/2" No. 1 Com. & Gr.		15.0000	1 1/2" No. 1 Com. & Gr.		8.0000
3 1/2" No. 1 Com. & Gr.		5.0000	3 1/2" No. 1 Com. & Gr.		108.0000
5 1/2" No. 1 Com. & Gr.		2.0000	5 1/2" No. 1 Com. & Gr.		4.0000
QUARTERED RED OAK			QUARTERED RED OAK		
1 1/2" FAS		20.0000	1 1/2" No. 1 Com. & Gr.		12.00
3 1/2" FAS		8.00	3 1/2" No. 1 Com. & Gr.		30.0000
5 1/2" No. 1 Com. & Gr.		55.0000	5 1/2" No. 1 Com. & Gr.		19.0000
1 1/2" No. 1 Com. & Gr.		7.00			
PLAIN RED OAK			PLAIN WHITE & RED OAK		
1 1/2" FAS		87.0000	1 1/2" No. 1 Com. & Gr.		333.0000
3 1/2" FAS		28.0000			
5 1/2" No. 1 Com. & Gr.		295.0000			
1 1/2" No. 1 Com. & Gr.		75.0000			
			QTR WHITE & RED OAK		
			1 1/2" Sound Wormy		5.0000

Ferguson & Palmer Company

QUARTERED WHITE OAK		PLAIN RED OAK	
1 1/4" No 1 Common & Btr	18.000	1 1/4" 1s & 2s	110.000
1 1/4" No 1 Common	16.000	1 1/4" No 1 Common	90.000
1 1/4" No 2 Common	14.000	1 1/4" No 2 Common	50.000
1 1/4" No 3 Common	12.000		
1 1/4" No 1 Common	10.000	1 1/4" No 1 Common	120.000
1 1/4" No 2 Common	20.000	1 1/4" 1s & 2s	20.000
1 1/4" No 1 Common	8.000	1 1/4" No 1 Common	70.000
1 1/4" No 2 Common	10.000	1 1/4" 1s & 2s	11.000
1 1/4" No 1 Common	15.000	1 1/4" No 1 Common	12.000
PLAIN WHITE OAK		PLAIN RED GUM	
1 1/4" 1s & 2s	11.000	1 1/4" 1s & 2s	11.000
1 1/4" No 1 Common	145.000	1 1/4" No 1 Common	25.000
1 1/4" No 2 Common	80.000	1 1/4" No 1 Common	20.000
		1 1/4" No 2 Common	12.000

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.: Cary, Miss.

Capacity 25 Million Feet per Annum

Sales Office: MEMPHIS, TENN.

WHITE ASH		Miscellaneous Hardwoods	
1-1/2" up 1 1/2 & 2	2,000	COTTONWOOD	
8-13/16" up 1 1/2 & 2	1,000	1/4" No. 2 Com. & Btr.	13,000
1-1/8" up 1 1/2 & 2	1,000	ELM	
1 1/4" 1 1/2 & 2	61,000	5/8 1 1/2 1 1/4 R.O.	9,000
1 1/2 1 1/2 & 2	26,000	OAK	
6 1/4 1 1/2 & 2	18,000	12 1/2" Br. & P. & K.	19,000
12 1/2 1 1/2 & 2	11,000	1 1/2" S. & W. & N.	8,000
10 1/2" Com. & Btr.	110,000	PLAIN OAK	
12 1/2" Com. & Btr.	18,000	1 1/2" No. 1 Common.	20,000
1 1/2 1 1/2 & 2	176,000	SAP GUM	
5/4" No. 1 Common.	62,000	1 1/2" No. 1 Common.	11,000
5/4" No. 1 Common.	33,000	1 1/2" No. 2 Common.	8,000
8 1/4" No. 1 Common.	15,000	MAPLE	
10 1/2" No. 1 Common.	15,000	1 1/2" No. 1 Com. & Btr.	10,000
12 1/2" No. 1 Common.	14,000	CYPRRESS	
5 1/4" No. 2 Common.	100,000	1 1/2" No. 1 Common.	12,000
9 1/2" No. 2 Common.	18,000		
8 1/4" No. 2 Common.	28,000		
10 1/2" No. 2 Common.	14,000		
12 1/2" No. 2 Common.	14,000		
1 1/2 1 1/2" Sol. Wny.	20,000		
5 1/8-7 1/4" Log Run	17,310		

Thompson-Katz Lbr. Co.

TOUGH TEXTURED WH ASH

5 1/4" No. 1 Common.	5,000
10" wide	7,000
5 1/4" No. 2 Common.	12,000
10 1/4" F&S 55	Br 7,000
11" & up wide	Common
10 1/4" No. 1 Common.	7,000

BLACK GUM

4 1/4" FAS	250,000'
4 1/4" No. 1 Common	10,000'
4 1/4" No. 2 Common	10,000'
4 1/4" No. 3 Common	10,000'

PLAIN REPLY ME

Size	Material	Moisture	Dry
4/1"	FAS	30,000'	
4/1"	No. 1 Common	15,000'	
4/1"	No. 2 Common	50,000'	
6/1"	FAS	12,000'	
6/1"	No. 1 Common	20,000'	

QUARTERED RED GUM

40-60', 11' & 16', 6 Mos.	Dry	
4" FAS		10,000
4" No. 1 Common		5,000
4" FAS		12,000
4" No. 1 Common		5,000

PLAIN SAP GUM

4 1/4" FAS	20,000
4 1/4" No. 1 Common	100,000
4 1/4" No. 2 Common	150,000
4 1/4" Box Bds., 13-17"	25,000
5 1/4" FAS	12,000
5 1/4" No. 1 Common	30,000
5 1/4" No. 2 Common	10,000

QUARTERED SAP GUM

4/4" No. 1 Common..... 11,000'

PLAIN WHITE OAK

(50% 14' & 16', 8 Mo. Dry

4/4" FAS..... 3,800'

Louisiana Red Cypress Co.

[illegible]

Welsh Lumber Company

ASH		PLAIN RED GUM	
2 1/2" No. 1 Common	30,000	5 1/2" FAS	18,000
3 1/2" No. 1 Common	11,000	6 1/2" No. 1 Common	17,000
4 1/2" No. 1 Common	50,000	7 1/2" No. 1 Common	30,000
5 1/2" No. 2 Common	90,000	1 1/2" No. 2 Common	10,000
6 1/2" No. 1 Com. & Btr	100,000	SOFT MAPLE	
8 1/2" No. 1 Com. & Btr	60,000	4 1/2" No. 2 Common	10,000
12 1/2" No. 1 Com. & Btr	60,000	8 1/2" No. 2 Common	250,000
5 1/2" No. 1 Com. & Btr	28,500	10 1/2" Log Run	100,000
COTTONWOOD		12 1/2" Log Run	115,000
		16 1/2" Log Run	90,000
4 1/2" FAS	200,000	QUARTERED WHITE OAK	
5 1/2" FAS	100,000	4 1/2" No. 1 Common	75,000
6 1/2" No. 1 Common	170,000	1 1/2" No. 1 Common	15,000
PLAIN SUGAR GUM		PLAIN RED OAK	
5 1/2" FAS	30,000	5 1/2" No. 1 Common	100,000
6 1/2" FAS	100,000	6 1/2" No. 1 Common	50,000
7 1/2" No. 1 Common	30,000	1 1/2" Sound Worthy	150,000
8 1/2" No. 1 Common	100,000	1 1/2" No. 2 Common	15,000
1 1/2" No. 2 Common	200,000	5 1/2" No. 2 Common	60,000

Grismore-Hyman Co.

WHITE ASH

4 1/4" FAS, 10" & 11"	1 car	12 1/4" No. 1 Com. & Btr.	2 car
6 1/4" FAS, 10" & 11"	1 car	16 1/4" No 1 Com. & Btr.	1 car
4 1/4" FAS, Regular	2 cars	4 1/4" No 1 Common	2 cars
6 1/4" FAS, Regular	2 cars	5 1/4" No 1 Common	2 cars
8 1/4" FAS, Regular	1 car	6 1/4" No 1 Common	1 car
4 1/4" No 1 Com. & Btr.,	2 cars	8 1/4" No 1 Common	5 cars
5 1/4" No 1 Com. & Btr.,	1 car	10 1/4" No 1 Common	1 car
6 1/4" No 1 Com. & Btr.,	2 cars	12 1/4" No 1 Common	1/2 car
8 1/4" No 1 Com & Btr. 4 cars		16 1/4" No 1 Common	1/2 car
10 1/4" No 1 Com & Btr. 5 cars		4 1/4" No 2 Common	3 car
		5 1/4" No 2 Common	1 car
		8 1/4" No 2 Common	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

ASH
5/4" No. 1 Com. & Btr. 10,000'
5/4" No. 1 & 2 Common 25,000'
5/4" No. 3 Common 10,000'

QUARTERED WHITE OAK
4/4" FAS. 10,000'
4/4" No. 1 & 2 Common 75,000'
5/4" FAS. 15,000'
5/4" No. 1 & 2 Common 20,000'
6/4" No. 1 & 2 Common 15,000'
8/4" FAS. 5,000'
8/4" No. 1 Common 1,000'

PLAIN WHITE OAK
4/4" No. 1 & 2 Common 20,000'
4/4" Sound Wormy 25,000'
5/4" FAS. 3,000'
5/4" No. 2 & 3 Common 12,000'

QUARTERED RED OAK
5/4" FAS. 7,000'

PLAIN RED OAK
4/4" FAS. 10,000'
4/4" No. 1 & 2 Common 70,000'
4/4" No. 1 & 2 Common 25,000'
5/4" No. 1 & 2 Common 25,000'

QUARTERED RED GUM
4/4" FAS. 7,000'
4/4" No. 1 Common 15,000'
5/4" FAS. 8,000'
5/4" No. 1 Common 15,000'

QTD. RED GUM, S. N. D.
1/4" FAS. 20,000'
4/4" No. 1 Common 27,000'
8/4" No. 1 & Btr. 75,000'
10/4" No. 1 & Btr. 50,000'
12/4" No. 1 & Btr. 20,000'

Miscellaneous
QUARTERED BLACK GUM
4/4" No. 2 Com. & Btr. 25,000'

RUSH LUMBER CO.

Thompson & deFenelon
HARDWOOD LUMBER

COTTONWOOD
4/4" Log Run 100,000'

CYPRESS
4/4" No. 1 Shop 15,000'
6/4" No. 1 Shop 15,000'

ELM
4/4" Log Run 12,000'
8/4" Log Run 46,000'
10/4" Log Run 25,000'

SAP GUM
4/4" 1s & 2s 30,000'
4/4" No. 1 Common 100,000'
4/4" No. 2 Common 75,000'
5/4" No. 1 Com. & Btr. 100,000'

SOFT MAPLE
4/4" Log Run 20,000'
12/4" Log Run 70,000'

QUARTERED WHITE OAK
4/4" Log Run 30,000'

PLAIN WHITE OAK
4/4" No. 1 & No. 2 Com. 50,000'

PLAIN RED OAK
4/4" No. 1 & No. 2 Com. 50,000'

TUPELO
1/4" Log Run 40,000'

ASH
8/4" No. 1 Com. & Btr. 4,000'
10/4" No. 1 Com. & Btr. 20,000'

SAP GUM
5/4" Log Run 100,000'

RED AND WHITE OAK
4/4" 1s & 2s 15,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

QUARTERED RED GUM
4/4" FAS. 12 mo. 16,000'
4/4" No. 1 Com., 12 mo. 45,000'
5/4" No. 1 Com., 12 mo. 51,000'
6/4" No. 1 Com., 12 mo. 13,000'
8/4" No. 1 Com., 14 mo. 15,000'

QUARTERED RED GUM
(Sap No Defect)
4/4" FAS. 10 mo. 16,000'
6/4" No. 1 Com., 12 mo. 60,000'
8/4" FAS. 12 mo. 38,000'
8/4" No. 1 Com., 12 mo. 61,000'
10/4" FAS. 2 mo. 18,000'
10/4" No. 1 Com., 2 mo. 39,000'
12/4" FAS. 11 mo. 5,000'
12/4" No. 1 Com., 14 mo. 10,000'

SAP GUM
4/4" FAS. 13" up, 10 mo. 29,000'
4/4" BB., 9-12", 12 mo. 38,000'
4/4" BB., 13-17", 12 mo. 41,000'
4/4" Panel & Wide No. 1, 18" & up, 12 mo. 38,000'
5/4" FAS. 10 mo. 39,000'
7/4" No. 1 Com., 10 mo. 18,000'
6/4" No. 1 Com., 12 mo. 22,000'

ELM
4/4" Com. & Btr., 14 mo. 32,000'
6/4" Com. & Btr., 12 mo. 38,000'
10/4" C. & Btr., 12 mo. 36,000'
12/4" C. & Btr., 12 mo. 61,000'

QUARTERED BLACK GUM
4/4" Com. & Btr. 12 mo. 38,000'

QTD. RED GUM, S. N. D.
1/4" Com. & Btr. 1,000'
1/4" No. 1 & Btr. 7,000'
1/4" Com. & Btr. 6,000'
5/4" 1s & 2s 1,000'

PLAIN SAP GUM
4/4" No. 2 Common 100,000'
4/4" No. 1 Common 30,000'
4/4" 1s & 2s 75,000'
4/4" No. 1 Common 100,000'
4/4" No. 2 Common 25,000'
4/4" No. 1 Common 7,000'
6/4" Com. & Btr. 30,000'
8/4" No. 2 & 3 Common 100,000'

PLAIN RED GUM
4/4" No. 2 Common 100,000'
4/4" No. 1 Common 100,000'
4/4" No. 2 Common 100,000'

QUARTERED RED GUM
4/4" No. 1 Com. & Btr. 7,000'
4/4" 1s & 2s 1,000'
4/4" No. 1 Common 100,000'
5/4" Com. & Btr. 15,000'

PLAIN RED OAK
No. 1 Com. & Btr. 1,000'

QUARTERED RED OAK
4/4" No. 1 Com. & Btr. 100,000'
4/4" No. 1 Common 2,000'

PLAIN WHITE OAK
4/4" 1s & 2s 50,000'
4/4" No. 1 Com. & Btr. 100,000'
4/4" No. 1 Common 75,000'
4/4" Com. & Btr. 5,000'

Geo. C. Brown & Co.

Ready for Prompt Shipment

4 4 1st & 2nd Genuine Tupelo.....5 cars
4/4 No. 1 Common Genuine Tupelo.....5 cars
4/4 6 to 12" 1st & 2nd Cottonwood.....3 cars
4/4 13" and wider 1st & 2nd Cottonwood.3 cars
8/4 Select Yellow Cypress.....3 cars
6/4 Log Run Beech.....1 car
6 4 Log Run Sycamore.....1 car
6/4 Log Run Soft Maple.....1 car

Delivered prices on these, or any other items of Southern Hardwoods or Cypress, submitted on request.

Baker-Matthews Lumber Co.

PLAIN WHITE OAK
5/8" 1s & 2s 50,000'
1/4" 1s & 2s 16,000'
1/4" No. 1 Common 5,000'
4/4" No. 2 Common 15,000'

PLAIN RED OAK
3/4" No. 1 Common 30,000'
3/4" No. 2 Common 15,000'
4/4" 1s & 2s 50,000'
4/4" No. 1 Common 200,000'
1/4" No. 2 Common 50,000'

PLAIN MIXED OAK
5/8" Sound Wormy 20,000'
5/8" No. 3 Common 50,000'
3/4" Sound Wormy 20,000'
3/4" No. 1 Common 30,000'
4/4" Sound Wormy 100,000'

MIXED OAK BRIDGE PLANK
7/8" Switch Tie 50,000'

QUARTERED RED GUM
5/4" No. 1 Com. 1st & 2nd 12,000'

PLAIN RED GUM
5/8" No. 1 Common 7,000'
3/4" No. 1 Common 7,000'
4/4" No. 1 Common 7,000'

QUARTERED SAP GUM
7/4" No. 1 Com. & Btr. 15,000'
8/4" No. 1 Com. & Btr. 50,000'

CYPRESS
4/4" Shop & Btr. 20,000'
4/4" No. 1 Common 50,000'
5/4" No. 1 Common 30,000'
8/4" No. 1 Common 35,000'
1/4" No. 2 Common 20,000'

PLAIN SAP GUM
5/8" 1s & 2s 70,000'
1/4" No. 2 Common 100,000'

COTTONWOOD
4/4" Box Boards, 12-17" 50,000'
4/4" Box Boards, 9-12" 100,000'
4/4" 1s & 2s, 13" & up, 30,000'
4/4" 1s & 2s, 6" to 12" 50,000'
4/4" No. 1 Common 100,000'

Mark H. Brown Lumber Co.

PLAIN SAP GUM
5/8" No. 1 C&B., 13" up, 75,000'
5/8" No. 1 C&B., 6-12", 75,000'

QUARTERED RED OAK
4/4" No. 1 Common 60,000'
4/4" No. 1 Common 50,000'
4/4" FAS. 12 mo. 18,000'
4/4" No. 1 & 2 Common 50,000'

QUARTERED SAP GUM
5/4" No. 1 C&B. 75,000'
5/4" No. 1 C&B. 1,000'
8/4" No. 1 C&B. 25,000'

PLAIN RED GUM
1/4" No. 1 C&B. 25,000'
5/8" FAS. 10,000'
1/4" No. 1 Common 30,000'
1/4" No. 2 Common 50,000'
1/4" No. 2 Common 40,000'

QUARTERED RED GUM
4/4" FAS. 12,000'
4/4" No. 1 Common 30,000'
4/4" No. 2 Common 10,000'

PLAIN RED OAK
5/8" No. 1 Common 60,000'
4/4" No. 1 Common 50,000'
4/4" FAS. 12 mo. 18,000'
4/4" No. 1 & 2 Common 50,000'

QUARTERED RED OAK
4/4" FAS. 50,000'
1/4" No. 1 & 2 Common 100,000'

ELM
No. 2 C&B. 150,000'
10/4" No. 2 C&B. 100,000'

PECAN
5/4-6/4-8/4" No. 2 C&B 250,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS
MADISON, ARKANSAS WISNER, LOUISIANA

The Mossman Lbr. Co., Inc.

HARDWOODS

HARDWOOD LUMBER

Which is properly manufactured, containing exceptional widths and lengths, and thoroughly air-dried, is always scarce.

Add to this, the fact that there is much less than a normal supply of No. 1 C&B Hardwoods, and especially Birch, on hand at this time.

Isn't it a relief for you, Mr. Buyer, to find a mill that can furnish the best there is in lumber and give you immediate shipment on those items which you most desire?

C. C. COLLINS LUMBER CO.

MANUFACTURERS

RHINELANDER, WISCONSIN

FOR QUICK SALE

Surplus Items

at

Our Little Rock Mill

5 4	FAS Quartered Red Gum...	3	Cars
6 4	No. 1 Com. Qtd. Red Gum...	2	Cars
4 4	No. 2 Com. Qtd. Red Gum...	1	Car
4 4	No. 1 Com. Plain Red Gum...	2	Cars
5 4	FAS Qtd. Sap Gum...	2	Cars
5 4	No. 1 Com. Qtd. Sap Gum...	1	Car
12 4	No. 1 Com. Qtd. Sap Gum...	1/2	Car
6 4	FAS Plain Sap Gum...	1/2	Car
6 4	No. 1 Com. Plain Sap Gum...	2	Cars
4 4	No. 2 Com. Plain Sap Gum...	5	Cars
4 4	18&up Panel & wide No. 1 Sap Gum...	2	Cars
3 4	No. 1 Com. & Btr. Plain White Oak	5	Cars
About 25% FAS all 9" & wider			
3 4	No. 1 Com. & Btr. Plain Red Oak	10	Cars
About 25% FAS all 9" & wider			
No. 1	Com. Qtd. White Oak...	2	Cars
8 4	No. 1 Com. Qtd. White Oak	1	Car
6 4	FAS Plain White Oak...	1	Car
8 4	No. 2 Com. & Btr. Elm, Log Run	1	Car
4 4	No. 2 Com. & Btr. Maple, Log Run	1	Car



E. L. Bruce Co.

MANUFACTURERS

MEMPHIS

TENNESSEE

The Imperial Lumber Co.

MANUFACTURERS & DEALERS

HARDWOOD LUMBER

COLUMBUS, OHIO

W. Virginia & Ohio

HARDWOODS

Chestnut Oak Poplar

Basswood Beech Maple

Oak Flooring

MILLS

Holly Junction, W. Va. Athens, Ohio

Gauley, W. Va. Applecreek, Ohio

Bigelow
HARDWOOD PRODUCTS

The Brand of Quality

25,000,000 Feet

Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
Rock Elm, Soft Elm,
Hard and Soft Maple

SPECIALISTS IN KILN DRIED STOCK

THE

Bigelow-Cooper Co.

BAY CITY, MICHIGAN



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Vol. LII

CHICAGO, JANUARY 10, 1922

No. 6

Review and Outlook

General Market Conditions

IT IS TOO EARLY IN THE MONTH to accomplish much more than marking time in the matter of trade prophecies as the elements which will conduce more largely to development of conditions have not as yet fully established themselves.

The essential features having the greatest immediate effect on the hardwood industry are the furniture markets and inventory activities. Taking the last first this influence is direct and active but is not as usual laden with potential unfavorable possibilities for the simple reason in general there is no uncertainty as to amount of stock and amount of manufactured goods at the various woodworking establishments. Inventory this year is serving rather as a direct and specific check and its influence in holding up hardwood purchases comes as a result of the fact that inventory taking and buying just naturally don't go together. Hardwood Record does not believe, though, that there are many cases where buyers are at all doubtful as to their purchasing requirements and does not believe that purchasing policies in general are dependent upon inventory results for the simple reason that a relatively very low point has unquestionably been reached in consuming stocks in all lines of industry.

As to the furniture markets it is too early at this writing to record specific indications, though it can definitely be stated that the markets are eminently satisfactory in their initial aspect. Conservative optimism is the dominating tone, the conservative influence being noted specifically through the absence of demoralizing hysteria either in the matter of over-buying or excessively cut prices, which features have characterized the several last shows.

Apparently the manufacturers have sincerely endeavored to establish a rock bottom basis for pricing, with due consideration to the dictates of sound business which require the elimination of former practices of selling at a loss for the single purpose of keeping organizations together. Also the retailers have apparently accepted the manufacturer's viewpoint at its face value and conceded that the manufacturer has done his utmost to meet the retailers' requirements. The result is a more frank, sound basis of relations which augurs well for the future weeks of the markets at both Chicago and Grand Rapids.

A conservative tone pervades the markets at both points and thus reports on developments must of necessity have a conservative flavor. Hardwood Record does though specifically believe that the conclusion of the markets this year will reveal a highly satisfactory record and one which will go a long ways towards correcting such unfavorable factors as at the moment are reflected in the relation of

the consuming factories with their source of hardwood supply.

If it develops as it now appears certain, that the markets result in substantial volumes of bona fide orders accepted, it is quite likely that the credit phase of this situation will be materially alleviated as orders coming at the markets are in general more apt to represent a more stable basis in the matter of terms than orders secured by dint of extensive sales effort in the regular course of business.

It is interesting to note evidences of business development as coming in January 1 analysis and statistical reports in many lines of industry. From the whole maize it is indisputably apparent that the favorable factors have been steadily overcoming the unfavorable factors during 1921 and that the new year starts out with favorable influences definitely dominating the situation.

Hardwood Record has repeatedly pointed out in this column that in the current reconstruction era each specific factor of improvement and favorable development in each specific industry will have a reflex influence far greater than the actual scope of such factor as limited by its own specific proportions. Thus any improvement we will say in the automobile industry, or the musical industry, or the furniture industry, will in each case show reflex advantages to industry at large that will be of greater scope and proportions and have a greater influence in improvement than the value of that improvement in itself as measured and prescribed by the size of the respective industries in relation to industry at large. As these evidences of respective favorable developments are materializing consistently, their influence will multiply in what might be described as geometrical proportions.

From varied and important statistical analyses emanating from many sources and bearing on many businesses, Hardwood Record is more fully convinced than ever that its definition of major unfavorable factors as previously expressed in this column on several occasions has been correct. Leaving aside the matter of export possibilities, the real future of which still seems to be much in doubt, Hardwood Record has always believed that the one outstanding unfavorable influence was the continued depression in agricultural sections. In its initial report for 1922, Hardwood Record wishes to repeat that opinion, emphasizing that agricultural possibilities are the one dominant unfavorable influence, the development of which should be watched closely. Hardwood Record believes, though, that the preponderance of favorable accomplishments is distinctly more marked than it was even six months ago and that the evidences of indications supporting optimistic prophecies are of such weight as to hold down the relative value of the agricultural situation as a retardant factor.

Great Potential Good in Terms Idea

THE RELATION between the furniture manufacturer and retailer is of a thoroughly sophisticated nature. With relatively few exceptions the manufacturers' designation of his product as "walnut" or "mahogany" is purely a matter of trade convenience, and induced by his natural belief that the retailer must have at least such knowledge of the product from which he makes his living as to enable him to easily recognize the materials from which it is made. It is our belief that intentional misrepresentation on the part of the manufacturer is comparatively rare. At the same time he is morally bound to help clean up shop, because what to him is perhaps merely a convenient trade description might easily be used by the retailer as the inspiration for intentional fraudulent representation to the uninformed layman.

One of HARDWOOD RECORD's respected contemporaries has, according to recent expressions discounted that moral issue entirely, having discovered within itself the conviction that the proposed furniture terms are of no possible value, in fact, are all bunk.

Differing opinions are always necessary to the working out of any big movement, but such a flat repudiation of the whole program appears to HARDWOOD RECORD to be untimely and unfortunate. The arguments supporting the editorial apparently have ignored the underlying fact that furniture merchandising has admittedly been tainted, it might almost be said strongly tainted, with misrepresentation, and that the buying public has already registered an unfavorable reaction from the dawning realization that it can not at all times be sure of getting what it believes it is buying. The editorial leaves little doubt as to the opinion its author holds of standards in furniture merchandising as an agency to create proper background for the campaign for better homes—and better furniture.

"What's the difference whether we have misrepresentation or not; let her stand where she is," would seem to be the sentiment about which the writer weaves his effusion. True "it is not a matter of law and it is not a matter of terms—it is a matter of education—of ethics." Also granted that the furniture manufacturer and the furniture dealer who "wants" to accurately represent his goods can and will within his own private business arrange means to establish to a surety the exact character of materials and construction which he offers to the purchaser. That in our opinion is the very reason why that type of manufacturer or dealer should be given the support of such moral compulsion as will minimize the menace of unfair and unethical competition from those less scrupulous. Corporal punishment as an adjunct to the education of our younger generation is probably not so widely practiced as in the old days, and even then was not administered to the model pupil who wished to and did deport himself in keeping with the regulations which governed the common effort to gain education. The recalcitrant, however, usually came out a better man when the desirability of education was emphasized by his seared hide or smarting palm.

If the furniture manufacturing and furniture retail trades as represented by members of high ethics in both classes were satisfied to accept as permanent and unavoidable the costly menace of unscrupulous competition, it is strange that so many official organi-

zations within the two groups have expressed themselves otherwise through suggested, and, in many cases, adopted standards of furniture description.

If the admitted existing evil of misrepresentation in furniture sales is not inimical to the interests of the industry and unfair to the public, the trade should by all means discard all efforts to correct the condition whether such efforts be expressed in furniture standards or through other means. Life is too short to waste time on unnecessary activities. But if the furniture industry is convinced that it would be a matter of good business and good merchandising practice to put the industry in the clear before the public, it stands to reason that something is necessary to establish that position, and furniture standards would seem to have at least such measure of practicability both as a basis for ethics and of moral compulsion to warrant their being considered a foundation to work on.

The fact that many groups of furniture men have prepared and recommend respective sets of standards and that these various descriptions have in no two cases coincided has nothing to do with the basic principle of the matter. The very fact that several important associations have taken the action which has already been recorded is strong evidence that the trade at large is in favor of making it at least unpleasant for unscrupulous members of the industry to stray from the straight path of clean merchandising.

Nor is the remedy a matter of law. Legislative regulation of furniture sales would be an affront to the majority who are honest and ethical in their intentions and merely a matter for evasion by the unscrupulous minority. While legislation is as inevitable as the rising sun, if the situation is not otherwise corrected, the real remedy must come from the voluntary action of the industry as may be expressed through uniform standards or otherwise, and because of the moral weight carried by the ethical majority such action will be far more powerful in minimizing unethical practices than compulsory legislation could ever hope to do.

HARDWOOD RECORD is thoroughly sold on the idea of such furniture standards as may be fair and acceptable to all interests involved, and believes the trade at large carries the same conviction. It is also convinced that the vigilance committee is a sincerely impartial agent through which to work out the standards and to assist in making them effective. And of equal importance is the conviction that the will of the ethical majority can find effective means of permanent enforcement without recourse to legislation through the assistance which the committee can give to the furniture industry as it is giving many other industries of equal importance.

The real point of HARDWOOD RECORD's contention is that the majority of those engaged in the furniture industry not only are ethical themselves but realize the serious jeopardy to their own business which lies in unethical representation by the lesser number who may not be governed by voluntary trade honesty. Therefore the industry owes it to this majority to see to it that its dealings with the public which are essentially honest, may not be given the taint of misrepresentation which might easily come from the occasional wrong practices of the smaller group.

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Who's Who in Woodworking



H. C. Niemann

(Left)

President

*H. C. Niemann & Company
Chicago.*

A man who has been manufacturing tables for over thirty-five years has earned the right to be called a veteran. H. C. Niemann, president of H. C. Niemann & Company, 1801-1825 North Rockwell street, Chicago, is a veteran. He is now in his thirty-sixth year of experience in this branch of the furniture making industry. He began making tables in a plant on the northwest side of Chicago and for the first two years did not have the advantage of railroad switching facilities. This first factory was on North Wood street. Then he moved to North Rockwell street, Moffat street and Bloomingdale road, where in three decades he

(Continued on page 29.)

J. Geo. Mohlhenrich

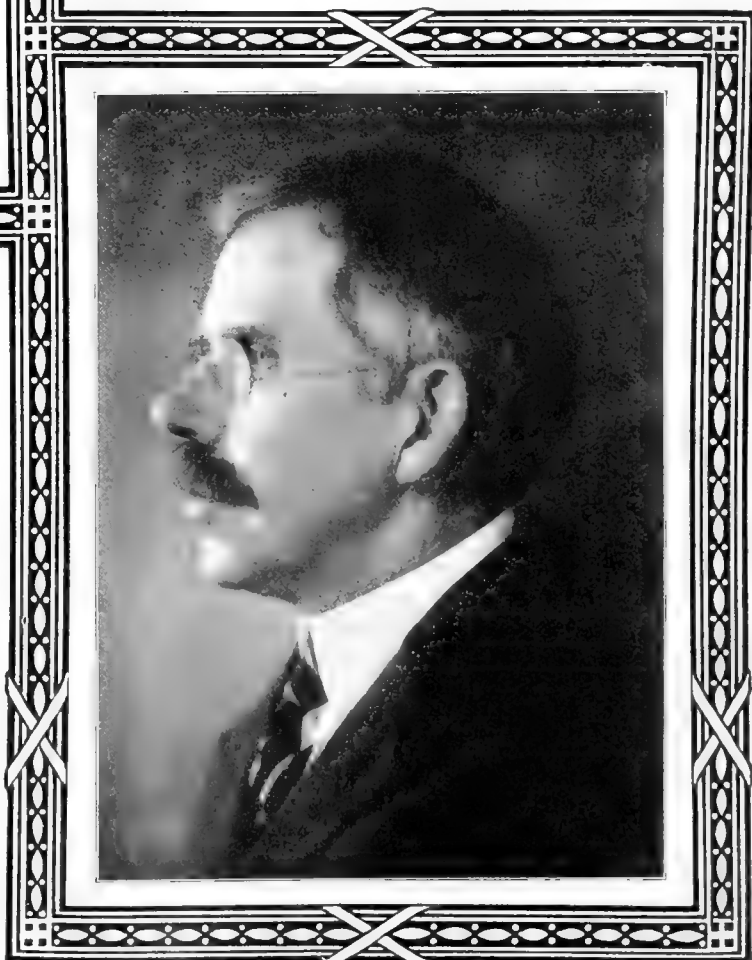
(Right)

President

*The Reliable Furniture Manufacturing Co.
Baltimore, Md.*

No man "born with a silver spoon in his mouth" could ever understand the full significance of the success made by J. Geo. Mohlhenrich, president of The Reliable Furniture Manufacturing Company, organizer of several other furniture companies and a member of the executive committee of the National Alliance of Case Goods Manufacturers. Mr. Mohlhenrich was born in Baltimore, Md., in 1865 of German parents, who had come to this country in 1848 as a part of that great hejira of liberty-loving German patriots that took place after the failure of the revolution of '48. He managed to get a common school education,

(Continued on page 29.)



Southern Hardwood Traffic Association Holds Ninth Annual Meeting

President Nickey Expresses Belief That Relief from High Freight Rates Will Soon Be Secured; Secretary-Manager Townshend Reviews Year of Achievements Unequaled in the History of the Industry

"I feel that the decision of the Interstate Commerce Commission in the hardwood rate case will be handed down shortly and that we will obtain the much needed relief from present exorbitant freight rates," S. M. Nickey, president of the Southern Hardwood Traffic Association, told the 250 members of that organization who gathered at Memphis, Tenn., at the Hotel Gayoso the afternoon of January 6 at 12:30 for the ninth annual of this body.

The meeting was featured by the address of President Nickey; by the annual report of J. H. Townshend, secretary-manager, showing the greatest achievement in the history of the industry in every field of traffic endeavor; by the excellent report of the financial condition of the association as reflected in the report of the treasurer, Elliott Lang; by the urgent appeal of J. V. Norman, general counsel, to members of the association to continue the fight for a general reduction in rates on hardwood lumber and forest products; and by the address of C. P. J. Mooney, editor of the Memphis Commercial Appeal and director in the Eighth Federal Reserve Bank at St. Louis.

President Nickey, after extending a warm welcome to the large assemblage of lumbermen, following enjoyment of a delightful luncheon, briefly reviewed the efforts the association had made during 1921 to secure a readjustment of freight rates on lumber moving to consuming destination and on logs moving to the mills and deplored the unwonted delay in the decision in that case at the hands of the Interstate Commerce Commission which he attributed primarily to the unfortunate accident which befell Commissioner Cox before the formal complaint of this organization was heard in September after all preliminary conferences with the Interstate Commerce Commission and the carriers had failed to

bring any results. He dwelt at length on the time, energy and money which the association had spent in the effort to secure relief and he earnestly hoped that a favorable decision would be forthcoming at an early date.

President Nickey called the particular attention of the membership to the fact that the association had been successful during the year in bringing about substantial reduction in ocean freight rates and greater stabilization therein, thus causing material increase in exports and thus putting manufacturers of hardwood lumber in the southern and southwestern territory on a more favorable competitive basis so far as Japanese interests are concerned for business on the Pacific coast.

In conclusion he tendered his own thanks, as well as those of the entire membership, to Mr. Townshend, secretary-manager, for the wonderful work he had done during the year and said that he wondered where the industry would now be but for the ability and efficiency the latter had displayed in looking after the welfare of shippers of hardwood lumber.

The report of the treasurer, Elliott Lang, showed that the association enjoyed a gross income of \$126,716.91 during the year, that its expenditures reached \$120,514.55, leaving a net gain of \$6,202.56.

The "Hard Luck" Case

J. V. Norman, Louisville, Ky., general counsel for the association, termed the hardwood rate case the "hard luck" case, declaring that every untoward thing that could happen did happen therein.

He thought that the association took too seriously the injunction of the Interstate Commerce Commission to exhaust every means of securing adjustments at the hands of the carriers before coming



J. H. Townshend, Re-elected Secretary-Manager



S. M. NICKEY, Re-elected President



James F. McSweyn, Elected Vice-President

Election of Officers

S. M. NICKEY, head of the Green River Lumber Company, who has served the Southern Hardwood Traffic Association so efficiently as president during the past two years, was unanimously re-elected to succeed himself.

JAMES F. MCSWEYN, Memphis Band Mill Company, was elected vice-president of the association, while **ELLIOTT LANG, R. J. Darnell, Inc.**, who has served as treasurer for several terms, was chosen to succeed himself.

Other officers and directors elected at the same time are:

VICE-PRESIDENTS IN CHARGE OF DISTRICT OFFICES: **S. E. Richey**, Richey, Halstead & Quick, Cincinnati; **A. E. Norman**, Norman Lumber Company, Louisville; **Lucas E. Moore**, Lucas E. Moore Stave Company, New Orleans; **J. F. McSweyn**, Memphis Band Mill Company, Memphis; **A. C. Thompson**, Kurz Bros., Helena, Ark.

VICE-PRESIDENTS IN CHARGE OF STANDING COMMITTEES: **Earl Palmer**, Ferguson-Palmer Company, Inc., Memphis, legislation; **Robt. Bruce, E. L. Bruce Company**, Memphis, car supply; **George C. Ehemann, George C. Ehemann & Co.**, Memphis, finance and auditing; **James E. Stark, James E. Stark & Co., Inc.**, Memphis, exporting; **T. E. Sledge, May Brothers**, Memphis, rate book; **John W. McClure**, Bellgrade Lumber Company, Memphis, rate adjustments; **O. M. Krebs, McLean Hardwood Lumber Company**, Memphis, membership and assessment; **R. C. Stimson, Stimson Veneer & Lumber Company**, demurrage and storage; **J. C.**

West, J. C. West Lumber Company, Cincinnati, freight claims.

DIRECTORS FOR THREE YEARS: **O. P. Hurd, Bennett & Witte**, Memphis; **Paul C. Smith**, Helena Band Mill Company, Helena, Ark.; **C. H. Sherrill**, Sherrill Hardwood Lumber Company, New Orleans; **Walker L. Wellford**, Chickasaw Cooperage Company, Memphis; **B. B. Burns, Ritter-Burns Lumber Company**, Huntington, W. Va.; **H. B. Johnson**, Mansfield Hardwood Lumber Company, Shreveport, La.; **Charles H. Barnaby**, Greencastle, Ind.

DIRECTOR FOR TWO YEARS: **Max Miller**, Miller Lumber Company, Helena, Ark.; chosen to succeed **J. F. McSweyn**, elected vice-president.

HOLD-OVER DIRECTORS FOR TWO YEARS: **W. H. Day**, Wood Mosaic Company, Louisville, Ky.; **S. B. Anderson**, Anderson-Tully Company, Memphis; **W. C. Bonner, J. H. Bonner & Sons**, Memphis; **W. T. Young**, Corinth Sawmill Company, Corinth, Miss.; **J. W. Bailey**, Eastman-Gardiner Company, Laurel, Miss.; **J. M. Jones, J. M. Jones Lumber Company**, Monroe, La.

HOLD-OVER DIRECTORS FOR ONE YEAR: **H. C. Coles**, Arkansas Oak Flooring Company, Pine Bluff; **W. B. Morgan**, S. T. Alcus Company, New Orleans; **F. B. Robertson**, Ferguson-Palmer Company, Memphis; **C. B. Allen, Allen-Eaton Panel Company**, Memphis; **Fred Grismore, Grismore-Hyman Company**, Memphis; **T. V. Ashby, Ashby Veneer & Lumber Company**, Jackson, Tenn., and **R. L. Jurden, Penrod-Jurden Company**, Memphis.

before that body. "Conference after conference," he said, "was held with executive officials of the carriers from which the association obtained much sympathy but no action." He believed that southern carriers were willing to grant relief but that northern and eastern railroads were opposed to allowing any reduction in rates.

"When we finally filed formal complaint with the Interstate Commerce Commission we were confronted with almost unbelievable ignorance on the part of some of the traffic men," he said. "When we emphasized the impossibility of handling low grade lumber on existing freight rates, although able to get by on the better grades, one traffic man wanted to know why we did not stop producing the lower grades. We succeeded in convincing the commission that a real emergency existed and that an immediate hearing was necessary. We got it in a week. But the railroads fought hard, those which had been most friendly before the filing of the complaint being the hardest fighters. We made a splendid showing at Washington. I have practiced law for 21 years and I never had such a creditable array of witnesses in my entire experience. Even some of the attorneys for the carriers conceded that we had made such a splendid showing that we were entitled to what we asked for.

"Then the hard luck began. Commissioner Cox, who appeared so favorably impressed with the justness of our contentions, was hurt in a railroad wreck. Otherwise I believe that we would have obtained not only an early but a favorable decision as well. In the meantime many untoward things happened, including ordering by the commission of a general investigation of rates holding back the decision in the hardwood rate case until this investigation is completed. The decision of the Supreme Court in the "open competition plan" case, too, was delivered by the Supreme Court and this has prejudiced the interests of members of the industry because creating the impression, in the minds of some of the commissioners, that there is no reason for being hasty in furnishing relief in the form of lower rates to those who stand convicted of being in a conspiracy to restrain production and advance prices unduly.

Cox Is Back on the Job

"But Commissioner Cox is now back on the job and I feel assured that he will force the decision through if he is able to do so."

Mr. Norman urged, in this connection, that the association keep up its fight before the Interstate Commerce Commission for lower rates. "Do everything in your power," he fairly shouted, "to take the shackles off of commerce and let it move as before. You should let congressmen know that present freight rates are throttling business. A concerted voice should be revised instead of a single voice here and there. You should be represented at Washington to see that nothing is done in the general investigation that will prejudice your interests and your case before the commission. Take your punishment standing up and not lying down."

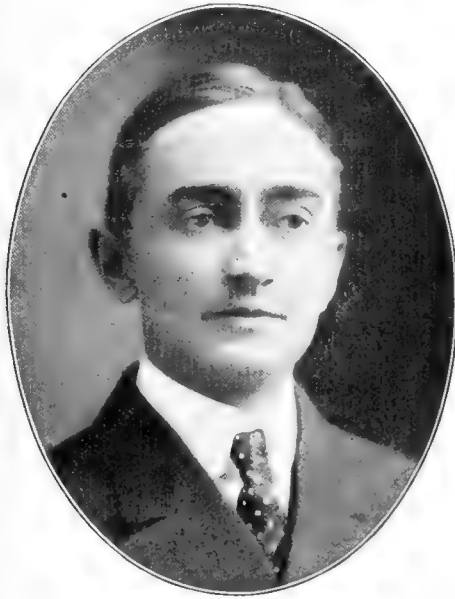
Mr. Norman deplored the fact that railway executives have gotten into the habit of going to Washington for everything. He declared that they claim to be able to change rates for the reason that rates are made by the Interstate Commerce Commission and that they cannot reduce labor costs because these are determined by the railway labor board. But he insisted that, if traffic cannot move and the wheels of industry cannot be unblocked in any other way, present conditions should be changed and changed speedily.

He urged the association to continue vigorously because it is more necessary to the industry than ever before, now that rates are so intricate and now that the railroads themselves have a strong centralized organization.

President Advocates Fighting

President Nickey agreed that the fight for lower rates should be kept up and deplored the fact that railroad men are governed by figures and theories in approaching the rate problem rather than by the common sense facts of the situation, such as disclosed by the inability of hardwood manufacturers in the South to use more than 33 per cent of a tree, the remainder going entirely to waste, thus costing producers heavy loss in money and resources and at the same time causing the railroads decided loss in tonnage, because of present prohibitive freight rates.

The majority of members of the association voted in favor of



S. E. Richey, Vice-President in Charge of Cincinnati District

A. E. Norman, Vice-President in Charge of Louisville District

Lucas E. Moore, Vice-President in Charge of New Orleans District

granting power of attorney to J. H. Townshend, secretary manager of the association, giving him full power to "obtain rates, route freight traffic and handle freight traffic matters generally." The idea was freely expressed, during discussion of the subject, that placing the power of routing shipments in the hands of Mr. Townshend would put him in position to deal far more effectively with the railroads than up to the present time.

Mooney Deplores Decision

C. P. J. Mooney declared, in an informal address, that it is "extremely unfortunate that practices which have been regarded as entirely proper in business and association circles should suddenly be pronounced illegal by the highest tribunal in the land." He asserted that even the Supreme Court recognizes changing conditions from time to time and expressed the belief that a way will be found by which the hardwood industry will be able to secure the basic information necessary to intelligent conduct of its business.

"Saw mills must run," he said, "just as ploughs must keep busy and commerce must go on or the country will go bankrupt. A way must be found, despite the pronouncement of the Supreme Court. Two-thirds of world is now doing business at a loss and things cannot keep on this way.

We must get it out of the brains of the powers that be that every man who is prosperous is dishonest. The government and the law makers must recognize that a big unit, whether an association or a corporation, may be an honest unit. The United States is the biggest country in the history of the civilized world, a country of big things and of big men. And it must be. The government has not a single dollar except as money is contributed by the citizens of this country. Agriculture, manufacturing, merchandising, mining and all the other activities that go to make up the commerce of this country must be kept in motion or the government will not have enough money with which to pay the tremendous burden of taxation under which it is staggering.

The freight rate situation represents the most vital shock to commerce in the United States, he said, turning to the question of freight. In raising their rates the railroads have killed their business and the business of the country. They are very much in the position of a man trying to lift himself by his bootstraps.

Present high freight rates bring about, in your business, a waste of resources for which there can be no compensation whatever. The matter is deeper than loss of dollars to you. It represents a loss to the community, to the country and to the railroads. During an extended trip through the North and East last summer, I saw commercial and industrial tragedy written in miles and miles of empty railroad cars and idle locomotives, "dead" for want of traffic to haul and deteriorating heavily, despite their enormous, almost fabulous cost, through lack of use.

The position of the railroads is difficult, but there is a point of safety to go one inch beyond which kills traffic. If rates were reduced to a point that would permit lumber to move at a profit to manufacturers and that would allow a free movement of other commodities on a similar basis the wheels of industry would hum again. Everybody any everything, including freight rates, labor costs, commodity prices, banking rates, must get back to this safety point before business will speed up again.

Mr. Mooney's concluding remark was: "I am not ashamed to associate with you lumbermen, no matter what you have done," a remark which elicited much laughter from all who heard him.

Thank Missouri Pacific

On motion of Walker L. Wellford, secretary and general manager of the Chickasaw Cooperage Company, the association unanimously adopted resolutions thanking the Missouri Pacific system for its voluntary action in putting in a rate of 19 cents per hundred pounds on hardwood lumber and forest products moving from Memphis and points south of this city, in southeastern Arkansas and northern Louisiana to New Orleans for export. The Interstate Commerce Commission left this optional with the railroads and the Missouri Pacific system acted independently of the others.

At a meeting of the board of directors held immediately after adjournment, J. H. Townshend, secretary-manager, was re-elected for another year and J. V. Norman was chosen as general counsel.

There was intimate discussion of the next move in the rate fight but this was executive and nothing is available for publication beyond the fact that the association will be represented at the general investigation of rates to be conducted by the Interstate Commerce Commission in January, "lumber days" being January 26 and 27.

Secretary Manager's Annual Report

The full text of the ninth annual report of J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, is as follows:

Mr. President and Gentlemen:

I wish to make the ninth annual report for your Association.

There is a feeling among a great many of our members that our entire activities during the past year have been devoted to a reduction and read-

justment of the forest product rate structure of the country. We have devoted a great deal of our time and energy towards obtaining the necessary readjustments in freight rates because of the conviction on the part of our members that there could be no return to permanent prosperity until the rates were readjusted. And when I complete my report of achievements during the past year, I think you will agree that our activities have extended to every field of traffic endeavor and that the dues paid for mem-

bership in the Association have earned a handsome dividend, irrespective of the necessary general reductions in forest products rates.

J. V. Norman will make a very complete report with respect to general reductions. I desire to state, however, that we have aggressively handled this matter in numerous conferences with the carriers and finally presented it to the Commission as a formal complaint.

Time Limit on Rough Material

One of the most important questions handled by the Association during the past year is the extension of the time limit on rough material tonnage. The question first came up the middle of last year and figures of about thirty representative mills compiled at that time indicated that approximately \$25,000,000 pounds of rough material tonnage would expire in the last six months of 1921 unless an extension could be secured in the time limit. We handled the matter not only with the carriers, but also with the Interstate Commerce Commission. Although the latter body had heretofore consistently declined to grant any extension, we were successful in having them authorize six months additional time in which to ship the outbound product. It is estimated that the relief granted was instrumental in saving our shippers hundreds of thousands of dollars at a time when they could least afford to stand the loss. Although there has been some slight improvement during the last few months, the situation with respect to expiration of the time limit on inbound tonnage is almost as bad now as it was last summer; and we found it necessary to again go to the commission for an extension of time limit on shipments that will expire in the first six months of 1922. The commission has authorized the extension so far as the first four months of 1922 are concerned, and the indications are that we will be able to get an extension covering subsequent months if conditions, in the meantime, do not improve materially.

Transit Case

One of the greatest victories ever won by the Association is the case before the Interstate Commerce Commission seeking to have transit arrangements established on lumber from Memphis, Tennessee, and Louisville, Kentucky, and which was decided last year. The transit arrangements have not only been established at Memphis and Louisville, but we have had them extended to include Cincinnati, New Albany, Evansville, Paducah, Jackson, Mississippi, Covington, Tennessee, and other points where the membership desired. An interesting development in connection with this proposition is the fact that a similar transit case subsequently decided by the Interstate Commerce Commission was appealed to the Supreme Court and the court held that the commission had exceeded its authority. Notwithstanding this, we are confident that the transit arrangements will be continued in effect because they are necessary from a competitive standpoint, and we think the carriers have come to see their value. In addition to transit being established by us at the points mentioned, it has been established at Chicago, St. Louis, Nashville and elsewhere. The shippers at these points would not have obtained the transit arrangement had it not been for the activities of this Association.

Reductions to Norfolk and Newport News

Through negotiations with the carriers, we were successful in obtaining readjustment of rates from points on the Chesapeake & Ohio, C. C. & O., Norfolk & Western and Virginian Railway, which amounted to reduction of from 3 to 13 cents per 100 pounds. It is anticipated that tariffs showing these reductions will be issued at an early date.

Rates on Forest Products from Points in Arkansas, Louisiana and Texas to New Orleans for Export

The adjustment of rates from points west of the Mississippi River to New Orleans has been up a great many times during the past year. The carriers have attempted to make advances in rates that we feel should be reduced. In fact, a proposal was filed with the Southwestern Tariff Bureau which involved a general increase. We were successful in having this proposal canceled and have subsequently secured reductions approximating 5 cents per 100 pounds in rates from many important points, especially along the line of the Missouri Pacific.

Combination Rates

Since the 5 cent maximum advance was made on forest products in 1918, the so-called Combination Tariff has been in effect, which provides in effect that only a single advance will be made in a total rate constructed on combination instead of compounding the advance by applying it to each factor. The Interstate Commerce Commission, as well as the carriers, have been trying to cancel this so-called Combination Tariff and if the carriers would publish through rates, it would be a good thing for the shippers, as it would simplify the rate structure. We, however, found it necessary to vigorously oppose any cancellation of this tariff which would result in further increases in rates on forest products. We have prepared comprehensive statements for the carriers, showing the additional through rates necessary, and sent copies of these statements to the Interstate Commerce Commission. We have now been informed that it will not be canceled before June 1, 1922, at which time it is expected that the interests of shippers will be properly protected by other methods of tariff publication which will avoid any further increases in the rates.

Freight to Canadian Points

Members interested in the handling of traffic to Canadian points will recall the burdensome prepay requirement which was established by the carriers due to the difference in the rate of exchange. We exerted every possible influence to have the prepay requirement withdrawn or modified.

and we have finally worked out which permits of shippers to handle collect without penalizing the shipper to the extent of full collection of the freight charges in American funds. More recently the matter of marking freight to Canadian points has been under consideration and we have taken an active part in the proceedings. Forest products were originally required to be marked, showing the country of origin, in the same manner as other freight; but we were successful in securing a modification which exempts shipments of forest products from this requirement.

Increased Demurrage Rates Withdrawn

Early last year the carriers attempted to reduce the high winter demurrage charges, and feeling that conditions did not warrant any increase in demurrage rates we applied to the Interstate Commerce Commission for a suspension order. Following this we handled the matter with the carriers themselves, and they finally agreed to withdraw the increased rates.

Advances in Rough Material Rates Between Points on the Columbus and Greenville Railroad and Mobile & Ohio Railroad

A matter of exceptional interest to our members on the M. & O. and Columbus & Greenville roads was an attempt made by those lines to cancel their net rates on rough forest products and apply a much higher scale of flat rates. By filing brief with the Rate Committee and exerting every possible influence with these lines, they were finally prevailed upon to withhold any change in the rates. We are watching this situation closely because any change of the character proposed would undoubtedly have a far-reaching effect upon the adjustment of log rates in the South and Southwest.

Rates on Fuel Wood

There has been a considerable demand for fuel wood in Chicago and other northern consuming markets, but it has been practically impossible to ship this material from the South because it could not stand the lumber rates. There is ordinarily a great deal of this material available at many of the southern mills which has represented a considerable economic loss because it could not find a market. We have been working on both the east and westside lines for many months to establish rates which would permit of the movement of fuel wood. Considerable progress has been made and rates have been established from points on such lines as the Illinois Central, Y. & M. V., Frisco, etc., which are about 10 cents less than the lumber rates. The indications are that we will be able to have these rates extended to cover mills on the other southern and southwestern lines, and this will mean that the offal of these mills will be able to reach the consuming markets hereafter.

Claims Arising Under Federal Control

Early in 1921 the resources of the Association were taxed to the utmost in filing all overcharge and other claims against the Railroad Administration with the Interstate Commerce Commission in the shape of elaborate informal complaints. We had previously secured a ruling from the Railroad Administration that they would honor overcharge claims on and after March 1, 1921, whether or not they had been recorded with the commission; but the Director General reversed his ruling in February and it then became necessary for the various offices of the Association to analyze all of their claims and file thousands of them with the Interstate Commerce Commission on a special form which we previously submitted to the commission for its approval. Our members were also fully advised of these requirements and the steps necessary to protect their interests. In this way thousands of dollars were undoubtedly saved that would have been lost because although there had been some talk in Congress of passing a bill which would afford shippers relief in cases where they failed to file their claims properly, such a bill has never materialized.

Advances Proposed in Rates on Forest Products Between River Points

We took an active part in recent suspension proceedings before the Interstate Commerce Commission involving the general adjustment of rates between the river points. The carriers proposed numerous advances in rates on various forest products, which they claimed were necessary to protect the intermediate points under Fourth Section requirements of the Interstate Commerce Commission. We were successful in maintaining practically all of the forest products rates from the river points, and this has further had the effect of bringing about a great many reductions at the intermediate points so as to avoid violation of the Fourth Section.

Elimination of Transportation Tax

One of the most important developments during the past year from a transportation standpoint is the elimination of the transportation tax on freight, express, passenger fares, etc., which took effect on January 1st. The Treasury Department has made a number of complicated rulings with respect to assessment of the tax where transportation commences prior to January 1st and ends on or after that time and in connection with the filing of claims. These rulings have been described to our members, but they are urged to communicate with us wherever any difficulties are encountered.

Absorption of Switching Charges

About two months ago the southwestern carriers submitted a proposition to the Rate Committee which, if adopted, would have meant a discontinuance of many of the important switching absorptions that are now made and would undoubtedly have spread to other territories. We filed a brief with the Rate Committee and secured the cooperation of some of the in-

portant lines in opposing the matter, with the result that the subject was canceled from the docket.

Rates from Southwestern Territory to Upper Ohio River Crossings

We have been following up vigorously with the southwestern carriers the necessity of making reductions in their rates to upper Ohio River crossings, which will enable the westside mills to compete on a fair basis with the eastside mills. As a result of this application, the Missouri Pacific and one or two other lines have already reduced their rates from 3 to 10 cents per 100 pounds and we are after the other lines not only to make similar reductions, but also to lower the rates still further. Progress is being made in the matter, as evidenced by the reductions published by the Missouri Pacific, and we will undoubtedly be able to announce further reductions by the other lines at an early date.

Transcontinental Rates

Last March we requested the transcontinental lines to restore the rates in effect prior to the advance of August 26, 1920. Owing to assurances from the carriers that they would adjust these rates, we did not make the transcontinental lines a party to our complaint before the Interstate Commerce Commission seeking the restoration of August, 1920, rates. Take pleasure in advising that these rates will become effective in January, 1922. I desire to take this opportunity to advise the members that this was largely brought about through the activities of Edward Chambers, vice president of the Santa Fe, and the officials of the Southern Pacific. This rate should enable the hardwood shippers to place their products on the coast in competition with oak, birch and ash from Japan.

Elimination of Reconsigning Charges at New Orleans on Export Freight

A very important accomplishment for those who export was our successful efforts in having the carriers provide free reconsigning on traffic originally billed for export and changed to domestic, or originally billed for domestic and changed to export. This applies at the port of New Orleans.

Reduction from Indiana Points to the East

On behalf of our Indiana members, we were successful in securing reduction of 5 cents per 100 pounds in the rates on lumber and other forest products from certain stations on the Pennsylvania Railroad in Indiana to eastern cities.

Miscellaneous Adjustments of Rates

We have handled about 500 miscellaneous rate adjustments during the past year. In no year since the Association was organized have we been so successful as during the past year. While a number of these adjustments only benefit several members, others accrue to the benefit of a great many of our members. I desire to read a few of the most important concessions which we obtained:

Reduction of cross-town switching charges within terminals.

Reduction of \$35 a day in log loading charges on the Missouri Pacific.

Prevention of advances in through rates incident to equalization of the Thebes gateway with rates applicable through East St. Louis.

Reduction in rates on lumber from Helena and West Helena, Arkansas, to Nashville, Tennessee.

Change in demurrage rules governing the average agreement, giving the industry the benefit of cancellation or refund of demurrage charges where due to bunching caused by strike of carriers' employees.

We defeated a 6-cent advance in rates on lumber from Southwestern and Mississippi Valley territories to Chattanooga, Tennessee, after having the tariffs suspended by the Interstate Commerce Commission.

Reduction in log rates between points on the I. C. and points on the Y. & M. V. approximating 5 cents per 100 pounds.

We defeated a proposal of the carriers to abolish the stake allowance of 500 pounds on open-top cars and apply actual weight with a maximum of 500 pounds in lieu thereof.

Reduction in rates from Arkansas, Louisiana and Texas points to N. C. & St. L. stations in Tennessee.

Reduction in rates from Southwestern points to Aberdeen, South Dakota. Publication of estimated weights on forest products to apply where track scale weights are not available.

Reductions approximating \$100 per car in rates on log loaders between points on the Missouri Pacific Railroad.

Publication of High Point rates to Hazlewood, North Carolina, from points in Mississippi Valley territory.

Reduction in rates from Shreveport and intermediate points on the T. & P. to New Orleans from 21 to 17 cents per 100 pounds.

Reduction in rates on lumber from Arkansas points to Gulfport, Mississippi, on the same basis as to Mobile, Alabama.

Southern Railway stations to Ashland, Kentucky, reduction of 5 cents in some cases.

East Huntington and West Huntington placed within the Huntington, West Virginia, group.

Log rates from stations on the C. & O. Railway to Huntington, Kenova and Vanceburg, Kentucky. Reductions ranging from 3 to 18 cents per 100 pounds.

Reduction in rate from off Long Fork Railway 3 to 5 cents.

Correction in rates from B. & O. stations in West Virginia, Dillonsboro, Indiana, to Louisville, $\frac{1}{2}$ -cent reduction.

Reestablishment of rates from Virginia-Blue Ridge Railway to Pittsburgh, Pennsylvania.

Reduction of $\frac{1}{2}$ cent Midvale, West Virginia, to Lansing, Michigan.

Reduction from C. & O. stations to B. & O. stations on R. S. & G. and Ripley & Mill Creek Valley Railway, $3\frac{1}{2}$ cents reduction.

Transit on lumber at Richmond, Indiana, effective January 15th.

Rates on C. & O. Railway stations Cotton Hill to Avis, West Virginia. Canceled by Kelly. Reestablished by C. & O. Applicable via western gateway. While canceled, no rates in effect to interior basing points.

Rate reduced on logs from Closterman, West Virginia, to Ironton, Ohio, $17\frac{1}{2}$ cents to $11\frac{1}{2}$ cents.

Readjustment log rates from Cincinnati to Sardinia. Also reduction in rates from Sardinia to eastern cities to Cincinnati basis.

Transit privileges on N. & W. Railway at Ironton, Ohio. Now with Central Freight Association Committee. Concurrences of all lines received.

Readjustment of rates Charleston Division of B. & O., old Coal & Coke Railway, placing east end of line on the same basis as Pickens branch and west end of line on basis of Richwood branch—5 to 8 cents.

Logs from Mt. Vernon, Gambier, West Virginia, etc., to Kenova, West Virginia, $22\frac{1}{2}$ cents.

Reduction B. & O. stations Osgood, Indiana, and Lawrenceburg, Indiana, to Central Freight Association.

Rates reduced C. & O. stations to Harlem & Putnam Division N. Y. C. Railway.

Reduction of one-half cent per 100 pounds in rates on lumber from Helena, Arkansas, to St. Louis, Missouri.

Establishment of lumber rates on wood wired box material between various points.

Application of lumber rates on Club Turned Spokes between various points.

Reduction in rates from Southwestern points to Eastern Trunk Line Territory approximating 4 cents per 100 pounds.

Reduction in rates from Mobile, Alabama, to Eastern cities ranging from 2 to $2\frac{1}{2}$ cents per 100 pounds.

Absorption of port charges by L. & N. R. R. at Mobile on traffic from points west of the Mississippi River.

Net rates established on ditches between points on the I. C. and Y. & M. V. to be manufactured into hoops.

Reduction in rates on coeprage from points on the Cotton Belt to destinations in Minnesota and Wisconsin.

Reduction in rates on logs from points on the Frisco to mills on other connecting lines.

Reduction in rates on rough lumber from points on the Y. & M. V. to Jackson and Meridian, Mississippi, for manufacture.

Reduction in rates from Ohio River crossings to Gulf ports for export.

Refund of demurrage claims where cars are held by trunk line carriers without notifying the delivering line, which line was in possession of instructions for disposition.

Reduction in rates on Sawdust from Memphis to Chicago.

Reduction in rates from N. O. G. N. R. R. stations to Southern points.

Establishment of transit at Shreveport, Louisiana, from points on the Houston and Shreveport Railroad.

Extension of transit privilege at points on the G. M. & N. R. R. to permit the manufacture of box material or staves from lumber.

Amendment to transit tariffs on the Missouri Pacific Railroad to provide for resawing of lumber.

Reduction in rates from M. & O. R. R. stations to Nashville, Tennessee.

Reduction in rates from Columbus & Greenville Railroad stations to Morristown, Tennessee.

Reduction in rates from Mississippi Central R. R. stations to Mobile, Alabama.

Morgan Line, Southern Pacific SS Company reduced lumber rates from New Orleans to New York from \$3 to \$6 per thousand feet.

Gum lumber Pearl River to New Orleans, a reduction of $1\frac{1}{2}$ cents.

L. & N. corrected their Handling Charges Tariff to permit consignee at port to take charge of and unload export shipments, meaning a reduction of $1\frac{1}{2}$ cents per 100 pounds.

Rates on hoops and staves between M. L. & T. stations in Louisiana, reductions ranging from 9 to $15\frac{1}{2}$ cents.

Rates from G. C. & S. F. stations in Louisiana to Arkansas points, reductions ranging from 5 to 10 cents.

From G. C. & S. F. stations in Louisiana to New Orleans, domestic rate 17 cents, export 15 cents secured, meaning a reduction of from $3\frac{1}{2}$ cents to $5\frac{1}{2}$ cents.

Rates on lumber and related articles to Laredo, El Paso and Eagle Pass for export to Mexico, rate secured 36 cents, meaning a reduction of 10 cents, and applies from points in Arkansas and Louisiana on the Missouri Pacific, M. L. & T., G. C. & S. F., L. R. & N. and connections.

Secured publication of rate of $20\frac{1}{2}$ cents on lumber from Columbus, Georgia, and Opelika, Alabama, also related points, to New Orleans, meaning a reduction of 8 cents.

Lumber and coeprage material rates from K. C. S. stations. Siloam Springs, Arkansas, to Brushy, Oklahoma, inclusive, published 34 cents, meaning a reduction of 8 cents.

Filed complaint with the Interstate Commerce Commission and were

successful in defeating the attempt of the New Orleans Public Belt to increase switching charges from \$7 to \$7.50 per day.

Had the L. & N. provide for the absorption of tollage. All lines now absorb tollage on shipments passing over the City Front wharves at New Orleans.

Reduction in rates on rough material from Memphis to Pine Bluff, Arkansas.

Reduction in rates on Handles, less carloads, from Memphis to Gulf ports.

Reduction in rates on cross-ties between Vicksburg, Mississippi, and V. S. & P. stations.

Withdrawal of proposition to make heavy advances in rates on coopersage between points in Southwestern territory.

Reduction in rates on rough material from Memphis, Tennessee, to Wilson, Arkansas.

Reduction in rates on logs from Nesbitt, Mississippi, to Memphis.

Substantial reduction in log rates to New Albany, Indiana.

Reduction in car rental charge at Louisville \$1.50 per car.

Reduction in rates on Club Turned Spokes from Nashville to Ohio River crossings and St. Louis.

Reduction in rates from points on the C. & O. Railroad in Kentucky to South Bend, Indiana.

Reduction in log rates between points on the C. & O. Railroad in Kentucky.

Reduced rates on Log Loaders between points on the Y. & M. V. R. R.

Reduced rates on Log Loaders between points on the Gulf Coast Lines in Louisiana.

Plywood and Thin Lumber

The Association is handling complaint before the Interstate Commerce Commission on behalf of the National Veneer & Panel Manufacturers' Association and the Plywood Association, and others, seeking to have the commission carry out its findings in Docket 8121, Reclassification of Lumber and Lumber Products. If the commission decides this case favorably, it will rebound to the interests of a number of our members.

Claims

During the past year, the Association filed claims amounting to \$285,155.76. We have collected, during the past year, for our members claims amounting to \$244,522.41. We have the most efficient claim department of any traffic organization anywhere. As you will recall, on January 1, 1921, we voted to handle the claims for 5 percent of the amount recovered, with a minimum fee of 50 cents per claim, when members signed a contract agreeing to deliver to the Association all claims which they might have for collection against the carriers, as well as the auditing of their expense bills. Where contract is not made, members' claims will be handled on basis of 20 percent of the amount recovered on claims for \$50 and less, and 10 percent on all claims collected over \$50. The reason for this action was due to the fact that a number of our members sent us only the most difficult claims to collect, but I am pleased to announce that we now handle claims for the majority of our members and everyone of them advise that they find it more economical to allow the Association to handle claims for their account than to undertake to collect them themselves.

New Members

During the past year eighty-one members have joined the Association, as compared with 104 the previous year. We have lost 46 members during the past year due to liquidations, consolidations, etc. However, during the previous year, we lost 34 members, so considering the abnormal conditions which have confronted us during the past year, I feel that we have really made substantial progress.

American Overseas Forwarding Company

I desire to call to the members' attention the services rendered by the American Overseas Forwarding Company. This company has made rapid growth during the past year and is now handling the bookings for the most important exporters in the country. It is bound to become the leading forwarding company for the handling of your export business. You should not export without consulting this company.

Recommendations

I have one important recommendation, that the Association establish a Transit Department to handle the transit claims of its members. So many members do not have the technical experts to keep their tonnage records and I find that large sums of money have been lost which, if handled by an expert, could have been saved.

Rate Quotations

In these times of intricate and complicated tariffs, the probabilities are that one of our greatest direct services to the members during the past year was rate quotations. There are fifty-eight members of the Cincinnati office. This is the only office that keeps a record of the rates quoted. From January 1, 1921, to December 1, 1921, they quoted 14,429 rates. On this basis, it would equal about 10,000 rates per month to our 500 odd members, or 120,000 rates per year.

Conclusion

During the past year we have greatly strengthened our organization—have employed Frank Carnahan, at Washington, as eastern manager. Mr. Carnahan, before becoming associated with this Association, was traffic secretary for the National Lumber Manufacturers' Association and is

thoroughly familiar with and capable of expediting the many matters that we handle through the commission and governmental departments at Washington.

Few of you realize how large this Association has grown. We have forty loyal, efficient, aggressive, hard hitting employees who are willing, anxious and capable of serving you in all traffic and transportation matters. It is gratifying to call on the various district members of this organization. For instance, if you call on a Cincinnati member, he will tell you that Theo. Davis, district manager at Cincinnati, is the most capable and able man we could have obtained for that place. If I would call on Graham Brown or Mr. McLean at Louisville, they will tell me that Jess Thompson, district manager at Louisville, has no superior in the traffic field. The same is true if I call on Lucas E. Moore or Mr. Sherrill, or anyone else in the New Orleans district. They will tell me that George Schaad, Jr., district manager, who succeeded Mr. Bowen, is a wizard and a real "go get 'em" man.

During the past year it has been necessary for your secretary to travel almost continuously. This would have been impossible without the aid of your valuable assistant secretary, Mr. New. He has met every emergency and merits your utmost confidence.

This has truly been a year of adversities and shoe-string operation. I have known this year, as never before, what it means to meet a large payroll without funds with which to meet it; and I want to thank Elliott Lang, your treasurer, for the wise counsel and advice he has tendered me.

I wish to take this occasion to express my appreciation of the advice and wise counsel of, and the hard work done by, your president, S. M. Nickey. He has spent an hour or more each day at the offices of the association and he has likewise given a great deal of his time and money in traveling for this organization and in looking after its interests generally. His services have been invaluable.

I also wish to thank the other officers of the Association and the board of directors for the services they have rendered and the support they have given me at all times.

Respectfully submitted,

(Signed) J. H. TOWNSHEND.

Washington Man Invents Portable Drag Saw

A motor-operated saw for felling trees and sawing timber logs has been invented by Stephen Jaey of Vancouver, Wash. The device is mounted on low trucks and can be readily moved about to the point of operation. The sawing is performed by a reciprocating saw which is power driven, and the machine is held to its work by pointed anchoring arms pivoted to the axles and frame of the machine. The points of these arms engage in the tree or piece of lumber to be sawed, thus holding the apparatus firmly in position while the sawing is in progress. The operating means for the saw is a pair of spaced rings attached at one side between which a disk is rotatably mounted. This disk carries the frame which supports the saw blade for its reciprocatory movement. It permits the carrying frame and saw blade to be rotated about the axis of the ring to adjust the position of the saw for sawing either vertically or horizontally relative to the frame of the machine, depending on whether the work to be performed is to fell trees or to saw logs or crosscut timbers. Bevel gears, one of which is connected to the motor or engine and the other to the saw carrying cross head, which are always in mesh during the adjustment of the saw blades, are provided. This structure eliminates adjustment of the operating arms of the saw. During the reciprocation of the saw blade it is moved in an oscillatory manner, thus permitting the thorough cleaning of the kerf and imparting substantially the same movement to the saw blade as is given it when manually operated.

Company Loses \$75,000 by Fire

The Kirby Wood Lumber Company of Muncie, Ind., recently suffered a loss of \$75,000 from a fire which destroyed sheds, lumber and two motor trucks of their company. Most of the destroyed stock was hardwood lumber. The damage is covered by insurance.

According to Charles A. Wood, president of the lumber company, as soon as the insurance companies have adjusted the loss the yards will be rebuilt.

Atlantic Company Moves Offices

The Atlantic Lumber Company, one of the largest hardwoods producers and distributors in the East, a few days ago removed its Boston offices from the quarters in the Mason building it occupied so many years to new quarters at No. 19 Milk street. Here it is now lodged in very attractive, effective and spacious quarters that include the whole fifth floor of the building.

"Decision Does Not Settle Anything"—Boyle

Grave doubts point out that the Supreme Court ruling in the hardwood case "does not settle anything" is expressed by L. C. Boyle, counsel for the American Hardwood Manufacturers' Association, in a statement issued on December 22 to R. M. Carrier, president of the association, and members of the "open competition plan." This statement followed a special statement wired to *HARDWOOD RECORD* directly after the decision was handed down. It was made too late for publication in the issue of December 25 along with the first statement.

The *Lawyer* case was regarded as a test case and counsel for the defendants, and, in fact, business in general had expected that the decision would lay down a code of association practices which would serve as a guide to all trade associations in statistical work. But the court squarely affirmed the sweeping injunction of the lower court in which the case originated. It made no attempt to analyze the merits and demerits of the various parts of the plan, complained of, but without discrimination condemned all as being a conspiracy in restraint of trade. "No yardstick was laid down whereby other groups may find guidance," said Gen. Boyle. The prosecuting counsel, in attacking the decision of the Supreme Court, had indicated that the gathering of stock and sales statistics was not in and of itself illegal, but that the illegality lay in their interpretation through market letters. The defendants had hoped to be advised whether such reports might be continued provided no attempt was made to interpret them, everyone concerned being left to draw his own conclusions. But the decision, according to General Boyle, failed to make this clear.

He is hopeful that the application, for a rehearing of the case, upon which he has determined, may elicit from the court something definite as to the legal limitations of trade associations.

In his statement General Boyle indicates that the appeal for a rehearing will be predicated upon the court's apparent failure to consider the fact that the record does not show any curtailment of production, by agreement but does show that the Government prosecutors abandoned this contention at the outset of the case.

Text of Statement

The statement in full is as follows:

You have been advised that the Supreme Court held against us touching the legality of an open competition plan. It is my present purpose to more definitely advise you as to the court's decision.

The majority opinion was delivered by Justice Clarke. Three justices dissented, to wit: Justices Brandeis, Holmes and McKenna. Justices Brandeis and Holmes filed written opinions.

The majority opinion adopts the theory as outlined by the Government in its briefs. It would be an idle thing for me at this time to quarrel with the opinion. But the majority of the court has reached an erroneous conclusion as to me manifest. In the nature of things that would be my natural reaction. The great and disappointing thing to me, however, is that the decision does not settle anything. It is true the court holds that this group of hardwood lumber manufacturers were in a conspiracy to restrain trade. However, no yardstick is laid down whereby other groups may find guidance. The great and outstanding thing that we urged the court to decide, to wit: Would it be lawful to gather and distribute statistics covering records of past sales, stocks on hand and production, is left in a confused and doubtful position. In a word, the court assembles all of the activities in which our group indulged, to wit:

The publication of the market letter; the distribution of the questionnaire; the collection of sales and stock data; the holding of monthly meetings; and holds that these things comprehend the conspiracy; whereas, it was our earnest appeal to the court to indicate what would be legal touching any of these activities as distinguished from what might be illegal as to any of them.

There is language in the decision that would indicate that our conduct might have been held legal had we not indulged in certain activities. In other words, we all would be legal to collect statistics and distribute same, such conference might not have been held illegal.

However, this vital element is left undecided and uncertain. There still remains an opportunity to have this question further considered by the Supreme Court. The rules of the court permit the filing of a petition for a rehearing during the term in which a decision is handed down. Therefore

we will have opportunity to challenge to the court's attention matters of fact and of law in which it will be pointed out the opinion is in error.

Court Sustained Abandoned Charge

It is our earnest interest to hear and in a very brief way call attention to certain of these items: It will be noted that the opinion adopts the Government's charge that the plan was designed to and did achieve curtailment of production, whereas counsel representing the Government in the first oral argument frankly admitted to the court that there was no evidence in support of the charge of curtailment and in the Government's original brief this phase of the Government's charge is formally abandoned. Of course, the Government was driven to this position due to the unquestioned state of the record; nevertheless, the court's opinion is largely devoted to this abandoned phase and the conclusion is definitely asserted that as a part of the conspiracy curtailment of production was involved.

I can not help but feel that when the court's attention is definitely called to its error of conclusion as to this all important item the petition to rehear will be granted. Again, the Government in its original oral argument formally admitted that it would not be illegal for a group of operators to gather and disseminate statistical information when the same was done solely for informative purposes. Due to this admission, Mr. Todd and myself were justified in concluding that the court would at least recognize our right to gather and disseminate statistics when same was not done as a means for carrying out some kind of an illegal compact. However, as the court's opinion stands it is difficult to determine whether we would be permitted to do this very thing and if it be the law that this would be permitted then the injunction of the lower court should be modified, whereas the contrary conclusion is sustained in all respects.

One reading this opinion and who is a stranger to the record, would unquestionably get impressions that are not justified by the record itself, and it is just possible that the true state of this record has escaped the court. To illustrate: In outlining the activities of the association the court now lists various items as stated in the paper plan as originally conceived. But the opinion does not in any place call attention to the fact that many of these activities were never put in play. For instance, the exchange plan provided for a daily shipping report, also for the exchange of price lists, and inspection reports. Now, none of these activities were ever indulged, and yet one who reads this opinion and who is not familiar with the facts would get the impression that these matters were involved in the working out of this claimed conspiracy.

Court May Have Been Misled

As a result of these group meetings held throughout the territory wherein the members of the plan had their operations. In reading the opinion one would get the impression that all the members of the plan had gathered in group meetings once a week, or in other words that the plan was so adjusted that there were constant elbow touch between all the coöperators, whereas the truth is, and concerning which there is no dispute, that during the whole life of the plan the 300-odd members never did meet in one meeting. These group meetings were held in the various territories for the convenience of the members. Those who lived close to one meeting place attended that meeting and not the others, and less than 50 per cent of the members attended any group meeting. However, one reading this opinion would get an entirely different understanding of this phase. It is possible that the court itself has been misled.

It may be recalled that in my oral argument I definitely stated that there were two items in which we were vitally concerned, to wit: The sale and stock reports. I urged the court that if in its judgment it was illegal for an association to send out market letters that sought to interpret statistics, would it be legal to gather and disseminate statistics without market letters or any comment? I conceived that this was a practical suggestion and as a lawyer I knew I was entirely within my province in making same. Unfortunately, however, the court does not directly and definitely decide the matter. In other words, it is difficult to determine, in the light of this decision, what the court's opinion would be if there was nothing involved but the gathering and assembling of statistics covering past transactions. This was indeed the very heart of our lawsuit. The market letters, the questionnaire, the group meetings were but casual and of no moment.

It is, indeed, unfortunate that the court did not give definite guidance so that those industries that have no common markets would know their legal limitations, because if the court did hold that under no circumstances could industry keep itself informed by means of associated effort, then Congress would have to relieve the situation.

The problem will be carefully reviewed in our application for a rehearing and the members can depend upon it that all will be done that is possible. You can well understand that this opinion came as a distinct shock to me. The more I read the opinion the greater is my disappointment. I am not complaining because I lost. My disappointment grows out of the fact that the decision does not settle anything. It is possible that through the medium of our application for a rehearing something definite may come.

Continued on page 26.

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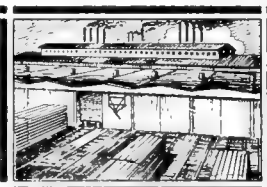
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YARD AND KILN

A Section Intended to Promote Efficiency and Economy in Lumber Drying



End Checking of Glued Up Stock—Cause and Remedy

By C. J. M.

Our reader subscribers writes as follows:

"We have lately had some trouble in kiln drying 4/4 plain red, No. 1 common gum, and we will appreciate it if you can throw any light on the subject.

"We have a ventilated type of kiln, and after charging, start from atmospheric temperature and humidity, gradually increasing conditions to 125° or 130° and about 100% humidity.

"In course of drying we then gradually, during the six or seven days following, increase the temperature to 150° or 160° maximum, and also bring the humidity down to 30% minimum.

"We run the moisture content of the lumber down to about 3%. The lumber is then placed into a tempering shed, where the temperature is kept at about 70° for two or three days. Then the lumber is brought into the mill room, where we use it for making table leaves, shelves for china cabinets, etc.

"The trouble is that the glued-up stock checks in the ends, while it is in the cabinet and finishing rooms, but the glue joints hold well.

"In our cabinet room there is practically no humidity, but there is in the finishing room."

Some of the statements in this letter sound familiar, and hoping that the discussion of the possible causes and remedies may prove of more general interest, we have selected this matter for the subject of this article.

As frequently happens, the communication omits to state some of the information needed to a clear analysis of the entire matter, and therefore some of the conditions involved must be assumed, rather than clearly deduced.

Beginning with the kiln drying of the 4/4 gum lumber, we assume that it goes to the kiln from the yard, rather than from the car, after some air drying, and since the initial moisture content is not stated, we assume it to be near 30% when the lumber reaches the kiln. If taken from different lots and yard piles, the moisture content may vary considerably, and with the moisture content would also vary the drying time.

This variation may be from 30% to 50% in moisture content, or even more, and if then, through neglect or oversight, no moisture tests had been obtained from the wettest lot, and the drying and removal from the kiln were based on the 30% samples, grief would surely follow in the final manufacturing operations or possibly the finished product.

The material being gum, preliminary steaming, ahead of the drying is earnestly recommended, in fact the lumber should be brought to the initial kiln temperature (and about 20° higher) by direct steam, and then, after the steam has been shut off the kiln should be held (closed absolutely tight), without any ventilation whatever, until the temperature has gone back to the starting point for drying (135° on the dry bulb). The length of time required for this steaming will depend on the temperature of the lumber when brought into the kiln, on the steam pressure and volume of discharge. An extension or a recording thermometer with its bulb placed well within the center of a pile, as far from the door as possible, should be used as the guide in this steaming.

Such thorough steaming will tend to equalize the moisture content, and more important, it will serve to release any casehardening which may already exist, due to yard drying. The gradual cooling, after the steaming, with all ventilation shut off, and without opening of the kiln doors, is most important, otherwise very much harm and worse casehardening would result.

Gum lumber softens very much when steamed, and therefore must be carefully supported on sticks, which should be placed no more than 18" apart, in neat vertical rows, and if so supported it will come from the kiln straight and in good condition. If cross-piled over three trucks, about 5'9" apart, a suitable foundation must be placed upon the trucks, consisting of at least three lengthwise beams, and over these suitable cross beams, one under each row of stickers (18" apart), otherwise the lower courses will surely warp. If gum lumber is to come from the kiln in straight condition it must be so supported.

The temperatures stated in the letter seem conservative for this species, but nothing is said about the method of application, which may be altogether too rapid in temperature increase, as well as humidity decrease, and that would surely cause casehardening. The temperature increase and the humidity decrease should not be made at will, after a certain number of days in the kiln, but only as and when the reduced moisture content of the lumber (when ascertained by careful testing of several samples of the wettest lumber located in various parts of the kiln), actually warrants this change of conditions.

When circulation of air is by gravity only, absolute uniformity of drying throughout each pile cannot be expected. The necessity for a number of samples, therefore, is plain, especially at the time when the material is supposedly ready for removal from the kiln, and these should be judiciously selected.

Temperature and humidity should never be changed, until the operator knows, as definitely as possible, from his tests, that the moisture content has, on its downward course, arrived at the point where an increase in the severity of drying is warranted. Mere assumptions, based on the length of time in the kiln, are hazardous and may prove expensive.

A safe schedule for red gum lumber, if properly used, as per moisture content, and not merely by time in the kiln, is as follows:

Moisture in lumber	Temperatures		Relative humidity
	Dry bulb	Wet bulb	
75%	135°	128°	80%
50%	135°	128°	80%
40%	140°	130°	75%
30%	145°	133°	70%
25%	150°	132°	60%
20%	155°	131°	50%
15%	160°	124°	35%
10%	165°	112°	20%
5%	165°	112°	20%

The average time in kiln on basis of 24-hour operation per day, when drying from an initial moisture content of 30% (as previously assumed), to a final moisture content of 5%, when this schedule is rightly used, would be about 16 days for 4/4 stock.

Inner Moisture Is All-Important

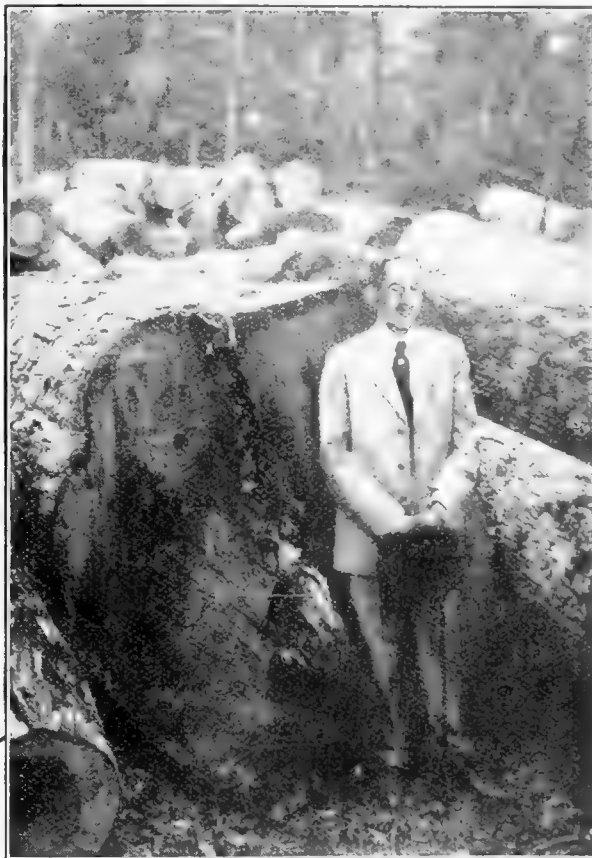
The sampling for final dryness should take into consideration the inner moisture of the test pieces, rather than their average moisture. Test samples should be cut at least 3/8" thick, across the entire width of the boards, no less than 18" from the end, the board surface should then be cut away as well as the board edges about 1/8" thick, leaving only the internal wood, and this only should be considered

(Continued on page 60)

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News from the National Capital

Government Is Still in Doubt as to Attitude on Open Price Practices

The Government has not yet determined its position with respect to the open price practices of certain trade associations. A conference between Attorney-General Daugherty and Secretary of Commerce Hoover and Secretary of Agriculture Wallace on January 6 broke up before agreement was reached. Mr. Hoover stated on leaving the conference that the statement previously prepared but never made public, will have to be entirely rewritten in view of the decision of the Supreme Court in the American Hardwood Manufacturers' Association case, in which the "open price" plan was declared illegal.

The attorney-general is unwilling to permit the trade associations to engage in certain practices and is inclined to give broad scope to the decision of the Supreme Court. Some confusion and misunderstanding has arisen with respect to a verbal statement he made earlier in the week in which he declared that trade associations cannot fix prices, apportion sales territory, or limit production.

"My purpose in making that statement," said Mr. Daugherty, "was not to limit the scope of the decision, but only to outline some of the ordinary practices of trade associations which clearly are unlawful. The decision obviously has a much broader effect than to condemn the three practices mentioned. It extends to the circulation by trade associations, under such circumstances, of information which would enable the members to employ unified tactics in respect to prices, production, etc., even in the absence of contracts or agreements to do so."

The attorney general announced on January 3 that arrangements are being made by the Department of Justice to meet representatives of trade associations to discuss the Government's plans for the enforcement of the Sherman law against open price methods. The conferences are to begin soon, he said.

Legitimate business, the attorney-general said, need have no fear of Government prosecution or other action as a result of the national investigation into prices and trade practices.

The Department of Justice holds the view that it is not unlawful per se for open associations or similar organizations to gather statistics or other data. It only is unlawful to collect and compile essential trade and industrial information, he said, when it is used for unlawful purposes. In the collection and interchange of important trade information, he said, business organizations must keep within four points enumerated by the Department of Justice for the guidance of business interests. Otherwise, a plain violation of the Anti-Trust Laws results and Government prosecution is warranted.

What the trade associations cannot do under the law, according to the attorney-general, may be summed up as follows:

- They cannot fix prices.
- They cannot apportion territory for sales purposes.
- They cannot limit production.
- They cannot Control competition.

The attorney-general refused to discuss the inquiry into retail prices. He declared that the investigation is being pushed in all parts of the country, that satisfactory progress is being made and that a report might be expected within the next two weeks. He refused to divulge any facts ascertained by Government agents as to profiteering or the likelihood of legal action.

Mr. Stark considers that the statement of Attorney-General Daugherty, as carried by Associated Press dispatches from Washington, to the effect that there is nothing wrong about the gathering, compilation and distribution of the vital statistics of an industry, provided that there is no attempt to fix prices, control production or divide territory, will have most important bearing on the future activities of the association.

"The statement of Mr. Daugherty," he said January 5, "clarifies the situation arising from the decision of the Supreme Court in the 'open competition plan case, to an appreciable degree. Members of the open competition plan, who were defendants in that case, are under injunction restraining them from furnishing any information regarding production, stocks or past prices and from all other activities under the open competition plan, for the reason that the Supreme Court held that they used the information, the group meetings and other facilities of the plan for wrongful purposes.

"There is, however, no means of restraining members of this or any other organization from the gathering, compilation and distribution of the basic statistics of the industry so long as these are used for proper purposes. Attorney-General Daugherty has defined, in his statement, what is unlawful and improper under the Sherman law, and, since he holds that the gathering, compilation and distribution of statistics is lawful, there is not the slightest chance that an injunction may restrain us from doing what is lawful."

Continued from page 22

I sincerely hope that the existence of the association will not be jeopardized as a result of this opinion. There is much that can be done and should be done that is not involved in the Supreme Court's decision and even as to the matters that are so involved time should be given so that we may know with more definiteness just where we stand.

Hoover's Statistical Plans

In this general connection it will be recalled that Secretary Hoover some time back initiated a monthly bulletin where he arranged to gather statistics dealing with current market problems, this involving the price current, production and stocks. In the nature of things this data could only be gathered through the medium of associated effort. It would be utterly impractical and impossible for the Department of Commerce to depend on gathering comparable data from individual units. Mr. Hoover recognized this situation and has urged the cooperation of associated groups.

The very practical question will arise for determination as to whether or not our group will be permitted to gather the information that the secretary is anxious to have gathered. If the Supreme Court does not grant the rehearing and this decision stands it is possible that a way may be found wherein the small hardwood mill operators may, within the law, secure such publicity of essential industrial facts that they will not be compelled to transact their business in utter ignorance of the market. It is inconceivable that the Supreme Court would finally and ultimately prohibit the gathering of industrial facts that are essential to the intelligent conduct of business. There is language in the decision that squints at the suggestion that if market facts as gathered were made available to the public as well as the industry then the law would not be offended.

Heretofore there has been no way open to us to get the publicity of the data we gathered. Secretary Hoover has set up a medium whereby this can now be done.

Difficult and discouraging as the situation now looks, I beg of the members to be patient until all avenues of approach to this all important subject have been exhausted. As suggested, a way surely will be found that is not only moral, but legal. No one knows better than the men to whom I am addressing this communication that there never was a thought of a selfish conspiracy involved in the so-called "open competition plan" of the American Hardwood Manufacturers' Association. The court, however, has interpreted the record as disclosing such a conspiracy and as good citizens we will bow to the decision until it is corrected by the court itself or by the Congress.

A. H. M. A. Will Map Out Future Course

James E. Stark, chairman of the executive committee of the American Hardwood Manufacturers' Association, set Saturday, January the 14, for the meeting of the board of directors of that organization, for the purpose of deciding upon the future scope and activities of this body. The meeting will take place in Louisville, Ky.



*The Use of Tractors in Logging

By Nelson Courtlandt Brown

Professor of Forest Utilization, N. Y. State College of Forestry

The following paper on "The Use of Tractors in Logging" has been prepared after an extended study of this subject and an analysis of the replies to a questionnaire sent broadcast to all lumbermen throughout the country who have used tractors of all makes, types and sizes. An opportunity has also been given to all of the larger and more prominent tractor manufacturers to throw as much light as possible on the subject from their viewpoint. The replies that have been received and the arguments that have been heard, although varying on many points, are most interesting, instructive and illuminating.

It is proposed here to treat briefly on a few of the more important points which our study has shown have an important bearing on the subject, namely:

1. Selection of proper tractor as regards type, make, size, etc.
2. Selection of proper auxiliary equipment.
3. Employment of competent drivers and mechanics.
4. Properly adapting tractor and equipment to the work.
5. Saving effected by the use of tractors.

Selection of Proper Tractor as Regards Type, Make, Size, Etc.

Although it might be said that tractors have been used in the logging industry as long as 30 years ago, when the first steam log haulers were built, it is practically within the last five years that they have been developed to any great degree or used extensively for timber hauling.

Within this short period, many manufacturers have developed numerous machines and much experimental work has been done by both manufacturers and users. The result of this experimental work clearly shows that to date the caterpillar crawler or track-laying type of tractor has produced by far the most satisfactory results and seems without question the better adapted to this type of work, whether for hauling in summer through swamps or over dirt roads, or during the winter in the woods over snow or ice roads.

Each tractor manufacturer naturally claims for his product special merits and advantages over his competitors, but in planning the purchase of a tractor, very careful consideration should be given to the actual work for which the tractor will be used, in order that the proper weight and size of machine may be selected, as many have labored long and with much grief in a vain effort to make too small or too light a tractor do the impossible or have tried to use tractors for work to which no tractor is suited, as not all logging operations are practical tractor jobs. Careful consideration should be given and those who have had experience or who are familiar with the matter should be consulted, in order to insure, first, that tractors are practical for that particular job; second, that the tractor selected be of sufficient horse power and weight and of the proper construction to handle successfully that particular job; third, that it is backed by a reliable manufacturer, whose guarantee can be depended upon and who is properly equipped to provide adequate service after purchase.

Such preliminary investigations will without question prevent many losses as well as be very instructive.

Selection of Proper Auxiliary Equipment

In changing from animals or other systems of logging and purchasing expensive tractors, many have passed over too lightly the question of suitable equipment to be used with the tractor. Numer-

ous cases have been found of purchasers attempting to attach old animal equipment behind high-powered tractors with the same result, rebuilding or reinforcing to stand the added strains of tractor work. It is only sound business judgment that dictates that the same careful consideration should be given to providing proper auxiliary equipment as is used in the purchase of the tractor, as without such proper auxiliary equipment the most efficient tractor might be an utter failure on the job.

Competent Drivers and Mechanics

So much of the ultimate success of any tractor depends upon its proper operation and care and the ability of the driver to so handle the machine that the maximum results possible are obtained, that to attempt economizing by the use of incompetent or inexperienced operators is without question a sign of poor business judgment. High grade, expensive tractors not only require but are entitled to the same care, attention and operation as any other highly developed piece of mechanical equipment. Not only is it most practical to have a man thoroughly familiar with the care and proper operation of the tractor, but to have if possible one who is also familiar with logging work in general. Not all chauffeurs or woodsmen make good tractor drivers, but it is not difficult to procure competent tractor operators, as the extent to which tractors were used in the recent war required the training of many men in this work, who oftentimes can be located and employed through the co operation of the tractor manufacturer.

The small difference in salary between that necessary to employ a thoroughly competent and reliable man who can be depended upon to get the utmost out of a tractor and that amount for which one can pick up most anywhere at any time one who would himself claim to be an operator, but who really had had little or no experience and knew practically nothing of that type of work, is quickly overshadowed and forgotten by the greatly increased results which have been obtained by the utilization of experienced, careful drivers. It may be said by some that to procure such qualified and capable men is difficult, but on investigation we find that such thoroughly capable men are available and are becoming more so as the present readjustment of labor conditions continues.

Properly Adapting Tractor and Equipment to the Work

By studying carefully the troubles and obstacles that have been encountered in working out some tractor hauls as compared with the immediate successes which have been obtained by others, our study seems to show clearly that at least 90 per cent of the actual success of tractors in the logging industry depends upon their proper application to each particular job.

Conditions vary so, not only between winter and summer logging but between various timber districts, that the plan, organization and equipment which works out very satisfactorily and profitably in one section does not necessarily mean the same success in another section. To obtain the maximum results and obtain the greatest saving it is most important that the hauling problem for that part of the work in which tractors are concerned be so planned and arranged that the tractor and tractor equipment be utilized or kept in motion to the fullest extent possible, as losses are immediately experienced if the investment represented by a tractor and trailer or sled equipment is required to stand idle on account of improper

*Delivered before the Empire State Forest Products Association, at Utica, N. Y., November 10, 1921.

loading or unloading facilities. In many cases the small details of this nature have been the controlling factors which have determined whether or not an operation was operated at a profit or a loss.

It appears that the most successful operations have been the ones in which the tractors have been utilized to the greatest extent, that is to say, when they were not actually hauling timber on the main haul they were utilized for building or breaking out new roads, the toting of supplies or the numerous other jobs to which a tractor, if available, can be successfully applied.

Some have been hasty in condemning tractors for their work and perhaps suffered losses, whereas others facing the same problems have had the courage to go through with their own convictions and have obtained most satisfactory results and great savings.

Saving Effectuated by the Use of Tractors

Many firms have been kind enough to furnish us full particulars as regards their hauls with tractors, particularly on the points of cost of operation, maintenance, etc.

A careful analysis has been made of the more reliable and more accurate of these reports. As compared with similar figures on hauling with teams, the result is most convincing.

In summer logging, savings have been effected ranging from \$1.88 to \$4.60 per thousand feet in the actual transportation of timber alone, and on winter logging even greater savings have been effected, after the difficulties have been overcome and successful plans worked out. One of the most prominent operations called to our attention is one of last winter, in which 1,100,000 feet of hardwood was hauled over a 10½-mile haul with tractors for \$1.50 per thousand feet, as against a cost of \$10 per thousand feet with teams over the same haul.

The only honest and impartial conclusion that can be deducted from my investigation to date is that in practically every case where the proper type and size of tractor has been used and with the proper auxiliary equipment, and has been correctly applied to the work at hand, the results and savings have been most satisfactory, and on the other hand, it is clearly evident that at least 95 per cent of what might be called failures is due purely to lack of knowledge at the time of purchase, or improper application of the tractors to the work.

"We hauled over a 10¼-mile common snow road with a 10-ton tractor, pulling all the way from eight to twelve loads to a train which averages about 14,000 feet. We used sleighs with 9' bunks and a 4' 8" run. On this haul we made three trips a day, that is every twenty-four hours, averaging about 42,000 feet. We used our 10-ton machine on these trips. Now, our picture train, as we call it, contained twelve loads of logs scaling 31,200 feet, and was hauled over a common snow road from our camp about 7½ miles from town in two hours and twenty minutes. We also hauled over a 7½-mile road, making four or five trips every twenty-four hours. Besides doing the above work our machines had to do all their own setting out. The loaders would have four or five sleighs bunched on the different branch roads and our 'caterpillars' would have to pull them out to the main road. We used horses only for loading and snubbing away from skidding.

"Our expenses were as follows:

Operator, two shifts at \$6.00 shift.....	\$12.00
Conductor, two shifts at \$4.50 shift.....	9.00
Eighty gallons gas, three trips at 30 cents.....	24.00
Interest on investment, sleighs and tractors, \$11,000 at 9 per cent	3.30
Depreciation and repairs.....	12.00
Two gallons oil.....	2.00
Grease.....	1.00
Kerosene in radiator in place of water.....	.20

"The foregoing makes a total of \$63.50 for a day of eighteen to twenty-two hours, making an average of about \$1.50 per M. Other parties hauling on this same road with horses were paying \$10 per M. to get their logs hauled, and nearly all of them left some of their logs in the woods, while we hauled in every log. We hauled for twenty-seven days and nights over this road, moving 1,100,000 feet of logs, or a saving based on the above figures of \$8.50 per M,

amounting to \$9,350. The above expenses were for our 10½-mile haul. On our 7½-mile haul our expenses were about \$65 per day and we hauled nineteen days, moving 1,260,000 feet at a little less than \$1 per M for having the work done with horses, and we figured we saved \$6 per M on the above, or \$7,560, or a grand total on both our hauls of \$17,910.

"Now that the hauling season is over and other companies are feeding up good hay and oats wintering their horses, we are using our 10-ton tractor to operate a small sawmill, cutting from 500 to 650 ties a day and about 1,500 feet of lumber without any extra man to run the machine. This machine takes about thirty to thirty-five gallons of gas a day to run this mill ten hours and not over \$2 worth of oil and grease."

Lumber Trade Customs

These decisions are made by the Arbitration Department of the American Wholesale Lumber Association.

Responsibility in Negotiating Sale of Rejected Shipments

THE FACTS: A southern wholesaler sold a northern wholesaler one car of No. 1 common yellow pine MCB car siding and shipped same on September 14, 1920, the car containing 25,811 feet.

The shipment was rejected upon arrival on account of wrong manufacture, the stock being ¾" instead of 13" in thickness.

Buyer promptly notified seller accordingly, the latter acknowledged his error and asked buyer to ascertain best basis on which he could dispose of the shipment.

In December, 1920, buyer advised seller he had an offer on the car at \$20 per M less than original invoice price, which proposition seller promptly accepted. A few days later, however, buyer found he could not close on this basis, due to the offer having been withdrawn by his customer. Buyer notified seller of this fact and stated he would continue his efforts toward making disposition, to which seller made no reply.

Buyer was unable to secure any further offers until April 4, 1921, when he advised seller he could settle the matter on basis of a reduction of \$30 per M from original contract price. Hearing nothing from seller in reply, buyer disposed of the shipment on this basis, sending seller debit memorandum accordingly. Upon receipt of the latter seller advised buyer that allowance would not be made in greater amount than \$20 per M, as per the first basis mentioned.

THE DISPUTE: The seller construed buyer's first proposition on the shipment as a firm offer and therefore considered the matter closed so far as he (seller) was concerned. Seller stated he paid no attention to later correspondence pertaining to settlement, because he was not interested in same for reason stated. He contended he was not responsible for the inability or failure of buyer to close on basis first proposed and that seller should therefore not be called upon to make any greater allowance than that first agreed upon, or \$20 per M.

Buyer's contention was that he promptly and definitely rejected the car; that seller thereupon asked him to endeavor to dispose of same; that thereafter he acted only as seller's agent in the transaction, and that therefore he was not personally responsible for the genuineness of any offers submitted for seller's consideration. Buyer also contended that seller was at all times free to dispose of the shipment himself if he so desired, but not having done so, nor advising buyers to the contrary, he (the buyer) assumed that he was still being depended upon by the seller to make disposition of the car. Buyer further contended that in view of the foregoing situation, and having given seller ample opportunity to decline the last proposal if he saw fit, he had a right to assume that it was seller's desire that the matter be closed on that basis. Seller having thus permitted buyer to close the transaction the latter insisted he should be given credit for the full amount of the allowance finally made, or \$30 per M.

THE DECISION: Held, First—That the seller breached the contract in the manner alleged; that at no time did buyer waive the breach, and that during all subsequent negotiations buyer acted only as seller's agent.

Second—That all offers were submitted by buyer in his capacity as agent for seller and he was, therefore, not personally responsible therefor.

Third—That seller was privileged at all times to dispose of the shipment through some other channel, but failed to do this; nor did he refund advances made by buyer on the shipment, together with interest thereon, which buyer had a right to demand together with his profit in the transaction.

Fourth—That under the circumstances buyer was fully justified in making disposition of the material at a price he felt was the best he could obtain, and was therefore entitled to refund of the total allowance made. It is therefore

HELD: That seller pay buyer the sum of \$30 per M on the entire shipment, or a total of \$774.33.

H. C. Niemann

(Continued from page 15)

has built up a thoroughly efficient plant which occupies one square block. The total business of the factory during the first year averaged only \$900 per month, but through its steady yearly growth the firm has now passed the millionth table mark.

Mr. Niemann served his apprenticeship in table making with the old Niemann & Weinhardt Table Company, for which he began work at the age of fifteen as a cabinet maker. He worked at this trade for three years and then went into the machine room for a year. Next he was promoted to the shipping room where he also remained a year. After this came the experience of selling extension and kitchen tables on the road for a year, and then he was sent into the office for a like year of experience in office methods. Thus he received a thorough training in the table business and when the next year, at the age of twenty-two, he went in business for himself he was well equipped. His company now specializes in the manufacture of solid walnut and mahogany dining extension tables. The company also makes beautiful hand-carved extension tables in the modern and period designs. Mr. Niemann has declared that "we pride ourselves on satisfying customers from the State of Maine to the City of San Diego."

J. Geo. Mohlenrich

(Continued from page 15)

though he had to leave school and go to work at the age of thirteen, his father, a blacksmith, having become an invalid.

His first job was in the factory of the Atlantic Furniture Company, and he continued his education at night school for several years. In 1886 he organized the Reliable Furniture Manufacturing Company. He is also connected with the Mohlenrich Furniture Company, which specializes in high grade dining room furniture in period styles and maintains show rooms jointly with the Reliable in New York, Philadelphia and Baltimore. He organized, in 1900, the Wisconsin Furniture Manufacturing Company, which took over the plant of the Neillsville Manufacturing Company of Neillsville, Wis., which had long been idle. After having been visited by two disastrous floods and a fire the company discontinued business in 1910, after paying all of its obligations in full.

In 1897 he married Miss Marie Griesman and they have two sons and two daughters.

During the war Mr. Mohlenrich represented the dining room furniture manufacturers of the Middle and New England states on the war service committee. He made a trip to Europe, in which he combined business and pleasure, gathering ideas for designs in furniture.

Clubs and Associations

New Orleans Club Meets January 18

The Southwestern Hardwood Manufacturers' Club will hold its January meeting on the third Wednesday (January 18) instead of on the second Thursday as heretofore. After this month, the meetings will be held during the second week, as heretofore, but on Wednesday, instead of Thursday. Provision for this change was made at the December meeting of the club so that out-of-town hardwood manufacturers might "kill two birds with one stone" by coming into the Crescent City one day early for the Tuesday noon meetings of the New Orleans Lumbermen's Club.

Michigan Manufacturers Will Meet in Detroit

The regular mid-winter meeting of the Michigan Hardwood Manufacturers Association will be held at the Statler Hotel, Detroit, Michigan, Thursday, January 19, at 11 a. m., according to announcements sent out over the signatures of F. O. Barden, president, and J. C. Knox, secretary.

The secretary urges the importance of attending this meeting by the members, because the work of the association for the year following will be determined. There will also be a general discussion of the recent Supreme Court ruling in the hardwood case, in the light of the effect, if any, on the activities of the association.

In addition reports of standing committees will be made, stock reports of January 1, actual cut for 1921, estimated cut for 1922, wage reports, shipments and production for the year, and other statistics of real interest to all manufacturers of hardwood lumber.

The market conditions committee will meet on Thursday morning at 9 a. m. and all members are invited to be present.

Director of the association, J. L. Lane, of the Evansville Lumber Co., will report on the work of the association during the past year.

Evansville to Install Officers

At the annual meeting of the Evansville Lumbermen's Association, to be held at the New York Hotel, Evansville, Ind., on Tuesday, January 10, the new officers and standing committees for the year 1922 will be installed. John C. Keller, traffic manager of the Evansville Lumber Co., will announce his standing committees for the year. John C. Keller, traffic manager of the Evansville Lumber Co., will announce his standing committees for the year. John C. Keller, traffic manager of the Evansville Lumber Co., will announce his standing committees for the year.

National Association to Move

On February 1, 1922, the National Hardwood Lumbermen's Association will be moved from 66 Broadway to the Liggett building, 41 East Forty-second street, New York City. Headquarters have been maintained at 66 Broadway since the association was organized in 1907. The Manhattan Life building has already become a landmark in the lumber industry. However, for some years the drift of the metropolitan lumber section has been up town, and inasmuch as the facilities at 66 Broadway have proved inadequate to meet with the growing needs of the membership, Secretary W. W. Schuppert states that the larger and lighter space in the Liggett building will permit the association to more efficiently cater to the membership.

Chicago Association Will Hold Annual January 18

The annual meeting and dinner of the Lumbermen's Association of Chicago will be held on Wednesday, January 18, according to announcement made by S. P. D. Medley, secretary-manager. The business session will be held at the association headquarters in the Lumber Exchange building, between 4 and 6 o'clock in the afternoon. At 6:30 o'clock the annual dinner will begin in the ballroom of the LaSalle Hotel. In connection with the dinner an elaborate entertainment will be given, an important part of which will be athletic contests. That this entertainment will be up to the mark is assured by the personnel of the entertainment committee of which the venerable J. L. Lane is chairman. The members are L. J. Pomeroy, F. M. Baker, Wm. E. Trainor, Harvey D. Welsh and E. W. Diessen.

The meeting was to have been held on January 16, the date fixed by the by-laws, but the date was changed in order to secure accommodations for the dinner and entertainment.

Nominations have already been made for the purposes of elections at the business session by seven of the nine divisions making up the association. They are for directors and members of the arbitration and appeals committees. In addition these divisions have already elected their executive committees, which in some instances have already appointed the division committees for 1922.

Each division is permitted to select a member of the board of directors and one member each of the arbitration and appeals committee. In virtually every case a nomination means election. The nominations are as follows:

Division "B"—for director, W. L. Schuppert, Nichols & Schuppert Lumber Co.; for arbitration committee, W. C. Schreiber, W. C. Schreiber Lumber Co.; for appeals committee, Frank J. Heidler, Heidler Hardwood Lumber Co. The following were elected members of the division executive committee: F. H. Deacon, chairman, J. S. Benedict Lumber Co.; W. L. Schuppert and J. H. Dion, Maisey & Dion; Walter O'Brien, O'Brien Lumber Co.; and T. F. Seanton, McParland Lumber Co. A committee on market conditions composed of five companies was also elected. These are Theo. Fathauer Co., chairman; Keith Lumber Co.; Maisey & Dion; Columbia Hardwood Lumber Co.; and Heidler Hardwood Lumber Co.

Division "C"—for directors, S. C. Bennett, Hardwood Mills Lumber Co.; for arbitration committee, A. H. Ruth, C. W. Jones Lumber Co.; for appeals committee, E. J. Lundin, D. K. Jeffris Lumber Co.

Division "D"—for director, Frank H. Burnaby, Burnaby Bros. Lumber Co.; arbitration committee, Francis J. Pike, Pike-Dial Lumber Co.; for appeals committee, Chas. Westcott, Hayden & Westcott Lumber Co. The division executive committee was elected as follows: A. W. Lammers, chairman, A. W. Lammers Lumber Co.; Chas. E. Conklin, White Star Lumber Co.; John A. Spencer, Burton-Beebe Lumber Co.; P. L. Musick, Hilgard Lumber Co.; and A. Fletcher Marsh, Marsh & Truman Lumber Co.

Division "E"—for director, C. W. Lawrence, Long-Bell Lumber Co.; for arbitration committee, S. E. Barwick, Long-Bell Lumber Co.; for appeals committee, W. L. Godley, W. R. Pickering Lumber Co.

Division "F"—for director, Chas. L. Baxter, Chas. L. Baxter Lumber Co.; for arbitration committee, Richard Cortis, Lumber Mills Co.; for appeals committee, A. J. Sine, Sine Bros. Executive committee for the division was elected as follows: S. R. Taxey, chairman, Taxey Lumber Co.; Amos G. Allen, Edmund A. Allen Lumber Co.; Thos. J. Warren, Thos. J. Warren Co.; N. T. Hand, N. T. Hand & Co.; and E. A. Dollarhide, Dollarhide Lumber Co.

Division "H"—for director, Frederick Klapproth, Chicago Mill & Lumber Co.; for arbitration committee, Robert O. Stinson, Stinson Box Co.; for appeals committee, John Stunkel, Republic Box Co. Executive committee for division is composed of R. C. McWhorter, Acme Box Co.; W. S. Goodwillie, D. M. Goodwillie Co., and Wm. F. Kurz, Kurz Bros. Lumber Co.

Division "I"—for director, Wm. Nussbaum, Ritzweller Lumber Co. Executive committee: W. O. Johnson, T. Johnson Co.; August Elzner, John Elzner Co., and John T. Daniel, J. H. Winterbotham & Sons Lumber Co.

Northern Hemlock and Hardwood Manufacturers to Meet in Milwaukee

The annual meeting of the Northern Hemlock & Hardwood Manufacturers Association will be held at the Pfister Hotel, Milwaukee, Wis., on Friday, January 20. Announcements to this effect have been sent out on behalf of M. J. Fox, president, O. T. Swan, secretary-manager.

President Fox has appointed A. L. Osborn, G. N. Harder and W. B. Clubine, as a nominating committee to select and report proposed names for the officers for the ensuing year. Nominations may also be made from the floor of the convention and members are requested to write the nominating committee in case they desire to make suggestions regarding members of the board of directors, president of the association, vice-president or chairman of the several bureaus.

Northwestern Hardwood Association Committees Named

The standing committees of the Northwestern Hardwood Lumbermen's Association for the ensuing year have been named by N. C. Bennett, president of that organization. The committees follow:

Program: R. F. Duncan, chairman; Payson Smith, T. T. Jones, Earl Road, A. F. Wlosky, chairman. Forestry: A. B. Leasure, chairman. Publicity: A. S. Bliss, chairman. Statistical: J. M. Okonski, chairman.

McClure Issues Holiday Message

Remembrance of the duty of loyalty and service to the association is urged upon the members of the National Wholesale Lumber Dealers' Association by J. W. McClure of Memphis, the president, in a holiday message. Mr. McClure voiced the belief that the help and protection of the association enabled the members to escape many difficulties during the recent period of depression that might otherwise have beset them. He proposed that as an evidence of appreciation of the value of the association "each member give one hour" of the holiday week "to obtaining one new application for membership. Bring in your friend and neighbor for his good and ours," he urged. "Have him start the new year right and you will render a double service—you will have benefited your friend and helped the association. You will have the personal satisfaction of doing a very excellent service for your fellow members."

The message closed with the expression of a sincere wish for the blessing of contentment and prosperity for the members during the new year.

With the Trade

Missouri Pacific Grants Nineteen Cents Rate

The Missouri Pacific system, according to an announcement made January 4 by the Southern Hardwood Traffic Association, will put into effect Jan. 7, 1922, a rate of 19 cents per hundred pounds on lumber and lumber articles moving from points on its lines in Northeastern Louisiana and South eastern Arkansas—north of Monroe and Tallulah, La., and south of Memphis—applicable to New Orleans and sub-ports for export via the Missouri Pacific direct. A similar rate was established from points in Northern Louisiana some time ago.

The reduction thus effected amounts to about 6½ cents per hundred pounds.

The association states, in making this announcement, that it has been working for over a year to secure the new rates.

It also advises its members that District Manager George Schaad, Jr., at New Orleans, has secured publication of rates on the part of the T. V. & N. railroad of 17 to 21 cents per hundred pounds on lumber and lumber articles moving from points on its lines to New Orleans for export effective Jan. 30, 1922. This represents a reduction of 4 to 8 cents per hundred pounds.

The Missouri Pacific, according to the same authority, will reduce handling charges at the port of New Orleans 2 cents per hundred pounds as soon as the necessary tariff corrections can be made.

Secures Rough Material Tariffs Extension

The Southern Hardwood Traffic Association has begun the new year by saving shippers of hardwood lumber practically \$400,000 by securing an extension of rough material tariffs for a period of six months.

Telegraphic advices were received by this organization from its Washington representative, Frank Carnahan, Wednesday, January 3, that the Interstate Commerce Commission issued an order authorizing the carriers to amend their rough material tariffs, on one day's notice, so as to provide for an extension of six months in the time limit on tonnage which will expire, under present tariffs, during the first four months of 1922. This means that inbound rough material tonnage now scheduled to expire in January, 1922, for example, will not expire until six months thereafter, which is the additional time allowed for shipment of the outbound product.

The association found it necessary to handle this matter vigorously with both the carriers and the Interstate Commerce Commission, because prompt relief required voluntary and favorable action on the part of both.

The association secured a similar extension last summer when there were nearly 1,000,000,000 pounds of this tonnage which had not moved. Some of it was handled during the additional time then granted, but, owing to the depression in the industry and owing to the highness of transportation costs, the bulk of it failed to move during the extension period, thus making another extension imperative.

Little Business Will Come from Europe in 1922, Financiers Declare

Messrs. Calvin Fentress and Frederic T. Boles of Baker, Fentress & Company have just returned from Europe, after making a two-months' survey of the lumber situation abroad.

Mr. Boles states, "The American lumbermen can expect but little business from Europe during the year 1922. However, I believe our lumber business at home in the coming year will total more than it has during the last eighteen months."

"The lumber business is in a bad way in England and our selling prospects are far from good. The British government has placed with agents and dealers for retail sale about 450,000 'standards.' Much of it is not in commercial shapes and many items are missing, hence it is necessary to do some importing. This buying will be done in Norway and Sweden, and it excludes North America except as large dimensions in fir and other woods. English imports from North America will come largely from British Columbia and Ontario rather than from the United States, principally because of adverse exchange conditions or the premium of the dollar."

"France has about a million feet of left over stock to be disposed of, and that quantity is not really very large, operates to our disadvantage in the foreign market."

"In France the use of lumber for temporary relief construction seems to be at an end; building is now being done on the old lines, with masonry and concrete."

"France will be a negligible quantity for our lumber, since she is being supplied by Germany under the reparations agreement."

"Germany is forced by the reparations agreement to cut an excessive amount of her hardwoods, firs and pines, and it is a heavy drain on her resources, though for every tree cut a seedling is planted."

"Belgium is taking from Norway and Sweden, and is using about as much lumber as France, but exchange prevents buying from us."

As for Italy, "I see little prospect of much trade under existing monetary, political and industrial conditions."

Turner Succeeds Russe as Head of Russe & Burgess, Inc.

Franklin F. Turner, president of the Darnell Love Lumber Company and the Leland State & Lumber Company, Leland, Miss., has purchased the interest of W. H. Russe, president of Russe & Burgess, Inc., Memphis, and has been elected as the chief executive officer of the latter firm. Negotiations for the purchase of Mr. Russe's interest, which had been under way for some time, were concluded Tuesday, January 3, and on that date Mr. Russe tendered his resignation as president of this firm.

A short time ago Mr. Turner purchased the interest of P. Stenning Coate, treasurer of Russe & Burgess, Inc., and was elected treasurer to succeed that gentleman. However, on the reorganization effected following the purchase of Mr. Russe, H. D. Love, vice-president of the Darnell-Love Lumber Company, and treasurer of the Leland State & Lumber Company, was chosen treasurer of Russe & Burgess, Inc.

The other officers of the company are the same as heretofore: G. A. Farber, vice president; E. C. Gause, secretary, and H. Johannsen, assistant secretary. These gentlemen retain their interest in the company without change.

The business of Russe & Burgess, Inc., is being continued under the reorganization already outlined. The Darnell Love Lumber Company is supplying it with all the timber required from its large holdings at Panther Burn, Miss.

All of the timber lands which were owned by Russe & Burgess, Inc., are taken over under the reorganization. Mr. Russe, however, together with Mrs. George D. Burgess, widow of his former associate, own approximately 12,000 acres of hardwood timber lands in Mississippi which are not affected by the sale of his interest in Russe & Burgess, Inc.

Mr. Russe, who joins the class of "retired capitalists" by virtue of his sale of his interest in his old firm, is one of the best known lumbermen in the South. He and his former partner, George D. Burgess, came to Memphis more than twenty years ago from Indiana, and by dint of application, energy and hard work, coupled with sound investments in timber land holdings, built up one of the most solid businesses in hardwood lumber in the South. They specialized in exporting and during late years they maintained foreign offices in London, in charge of G. A. Farber, vice-president of the firm. Their principal band mill was in Memphis, but they operated plants, at different times, at two or three points in Mississippi convenient to timber lands controlled by them.

Mr. Russe has not announced any plans for the future. He contemplated a trip with Mrs. Russe to Europe the latter part of the current month, but this foreign tour has been abandoned for the present.

Office Is Opened in Texarkana

A branch office was established in Texarkana, Ark., on January 4 by Harry H. Maus, manufacturer and wholesaler of hardwood lumber of South Bend, Ind. The new office is in charge of W. S. Stackhouse, a lumberman of considerable experience and wide acquaintance in the trade. He has been buying and inspecting lumber in the South for a number of years. The southern office was opened in order to provide better service for Mr. Maus' growing trade, and the home office will continue to be at 538 Farmers' Trust building, South Bend, Ind. All inquiries should be addressed to the home office.

Rib Lake Mill Is Again Operating

The Rib Lake Lumber Company resumed operations at its mill at Rib Lake, Wis., on January 4, after a shutdown of two months for repairs. This was the longest shutdown this mill has had since it was first put into operation in February, 1917. There are plenty of logs on hand for a full year's cut.

Watrous Joins Chicago Lumber & Coal Company

D. S. Watrous, formerly proprietor of the D. S. Watrous Company of Memphis, wholesaler of southern hardwood lumber, joined the Chicago Lumber & Coal Company at Memphis as sales manager at the beginning of the New Year. Mr. Watrous has had a wide experience in the trade and his acquaintance is large. He was for a long time with the Lansing Company and later with the Chicago Lumber & Coal Company.

New Wholesale Business Established

The Charles O. Maus Lumber Company has been organized at South Bend, Ind., by Charles O. Maus, who for the last nine years has been representing the Hyde Lumber Company of South Bend in Ohio, Michigan, Pennsylvania, New York and Ontario. The new company, which will handle the cut of several mills in the South producing gum, oak, elm, ash, tupelo and cypress, began business on January 2.

Besides the southern woods handled the company will also market all of the cut of Edward Clark & Sons, Ltd., of Toronto, Ont., handled in the United States. This production will consist chiefly of birch, maple and basswood.

Mr. Maus' experience extends over twenty-two years, during which he has acquainted himself with all phases of the hardwood lumber business. He started in the manufacturing end in 1899 with a large old Philadelphia firm, since gone out of business, for which he was traveling buyer. He remained with this firm until 1903 and for ten years after that sold lumber on a salary and commission basis for several substantial firms. In 1913 he joined the Hyde Lumber Company. Mr. Maus is favorably known to a great number of the trade. He is a brother of Harry H. Maus, manufacturer and wholesaler of hardwood lumber at South Bend.

Burke Reports Plans to Build Kirby Hardwood Mill Are Ready

Plans have practically been completed for the construction by the Kirby Lumber Company at Silsbee, Tex., of a big hardwood mill, it was reported by W. B. Burke, general manager of the hardwood operations of this company, while on a visit to Chicago during the last week of 1921. Mr. Burke came north from Houston, Tex., the general headquarters of the company, chiefly for the purpose of consulting with manufacturers of sawmill machinery with a view to placing orders for the mechanical equipment for this mill. Mr. Burke expressed the hope that it would be possible to begin construction of the new mill shortly after the first of the year. The mill will be thoroughly modern and will have a daily capacity of 150,000 feet. Sixty-five per cent of the cut will be gum, and the remainder oak and the usual mixture of hardwoods, according to Mr. Burke's estimate of the holdings which will supply the raw material for the mill. Speaking from the viewpoint of his long years of experience as a manufacturer of hardwood, Mr. Burke said that he has never seen finer gum timber than that on the Kirby Lumber Company holdings.

The Kirby Lumber Company plans to erect two or more hardwood mills at other strategic points in their holdings after the big mill at Silsbee has been placed in operation. Mr. Burke will make his headquarters at Silsbee until he has the hardwood mills of the company up and operating smoothly, after which he will remove to the headquarters of the company at Houston. From the main office he will direct all hardwood operations of the company.

T. T. Jones Lumber Company Formed

The T. T. Jones Lumber Company is the name of a new hardwood jobbing company organized in Minneapolis, Minn., during the last week in December. Ted T. Jones, president of the Northern Wholesale Hardwood Lumber Association, a lumberman of wide experience in the northern territory, both in manufacturing and wholesaling, will be manager of the firm. Offices were opened at 701 Lincoln Bank Building, Minneapolis, the first week in January.

Mr. Jones is a man of affable and engaging personality, with a fine training and outstanding ability. He was born at Manitowoc, Wis., in 1880, and attended school at St. Johns Military Academy and the Wisconsin State University, where he made a reputation as a sprinter and football player.

After leaving the university Mr. Jones became associated with the G. W. Jones Lumber Company of Appleton, Wis., of which his father, Frank P. Jones, was one of the founders. He remained for some time with this company as traveling representative in the Middle West. Later he went to the Pacific Coast and spent a year, after which he returned to Appleton and resumed his connection with the G. W. Jones company. He was then and now is a stockholder in the company.

Besides the honor of being president of the Northern Wholesale Hardwood Lumber Association, which he now enjoys, Mr. Jones served as president of the Northwestern Hardwood Lumbermen's Association from 1915 to 1916.

McLeod and Good Die on Same Day

The overwhelming loss by death of two important members of their personnel, Murdock McLeod and Fred W. Good, was suffered by the Oconto Company of Chicago and Oconto, Wis., and the Bay de Noquet Company of Nahma, Mich., two closely affiliated firms, on Tuesday, December 20.

Mr. Good, who resided at Nahma, was treasurer and general manager of the Bay de Noquet Company. Mr. McLeod of Chicago was treasurer and general sales manager of the Chicago Oconto concern. They died within two hours of each other. The tragic coincidence excited the keenest sympathy among the many friends not only of the surviving relatives and the deceased, but of the affiliated companies. Numerous expressions of this feeling of sympathy have come to George J. Farnsworth, president of the companies, who in a few hours lost two of the most valuable executives in his companies.

The death of Mr. McLeod came at 8:30 o'clock Tuesday evening, December 20, as the result of heart failure. He was seventy-three years of age, and had been in failing health for months, having been forced to relinquish his active duties several weeks before his death. He was born in Nova Scotia in 1848 and moved to Detroit, Mich., when he was twenty-three years of age to engage in the retail yard business. The panic of 1873 forced him to dispose of his Detroit business and come to Chicago, where he secured employment selling shingles on the cargo market at the foot of Franklin street. He later became associated with the A. R. Gray Lumber Company, a prospering Chicago wholesale concern, of which he was made general manager. His connection with the Oconto Company began in 1888 and he continued with that organization as sales manager until the time of his death. He had also been treasurer of the company since 1916.

For two terms, 1909 to 1911, Mr. McLeod was president of the Lumbermen's Association of Chicago. He was an enthusiastic yachtsman and for three years was treasurer of the Chicago Yacht Club. He was also active in the affairs of the Y. M. C. A., and was a member of the general board of managers of that organization. He was warden of St. Paul's Episcopal church at Forty-ninth street and Dorchester avenue, Chicago, and had served as president of the Church Club of Chicago.

Mr. McLeod's health was badly shaken five years before his death by the loss of his wife, followed within a short time by the demise of his daughter, who had attained to young womanhood. He appeared never to shake off the ill effects of this double calamity. The only surviving member of his immediate family is a son, Norman L. McLeod, assistant secretary of the Ayer & Lord Tie Company, Chicago. The funeral services, held at St. Paul's Church on December 23, were attended by a numerous group of Chicago lumbermen.

Heart trouble was also the cause of the death of Mr. Good. He had been ill for three months when his death came at about 10:30 o'clock on the evening of December 20. Mr. Good was born in Canada of Scotch-Irish parentage, November 19, 1863, and when three years of age came to this country with his parents, who settled in Minnesota. When a young man he removed to Oconto, where he went into the lumber business with his uncle, Ellis Jennings. In 1889 he received an offer from the late George Farnsworth to get out logs in northern Michigan for the Bay de Noquet Lumber Company. He accepted this offer and later was made superintendent of woods operations. A few years ago, upon the removal to Chicago from Nahma of George J. Farnsworth, who had been in charge of the northern operations for many years, he was made treasurer and general manager of the Nahma company.

In addition to his position as a lumberman Mr. Good was a director of the First National Bank of Gladstone, Mich., and for many years had been a member of the board of supervisors for Nahma township. His wife died on April 30, 1920, and in 1919 he lost a daughter, Mrs. Albert Pearce of Foster City, Mich. These losses are thought to have hastened his death. He is survived by two sons, Capt. Charles Good of Chicago, assistant to the president of the Oconto and Bay de Noquet companies, and Fred Earl Good of Detroit, Mich., who is in the real estate business. Other members of his family who survive are two brothers, who reside in Minnesota, a brother in Spokane, Wash.; three sisters, residents of Minneapolis, and a sister living in Seattle, Wash. Burial services were conducted in Escanaba, Mich., under the auspices of the local lodge of Masons, Thursday, December 22.

Goes to Europe for Two Companies

J. P. Kellogg, who is a director in the Panola Lumber & Manufacturing Company, Batesville, Miss., and the Kellogg Lumber Company, Memphis, Tenn., sailed for Europe December 31 and will visit the principal western countries thereof, including England, France, Belgium and Holland, during the next sixty days in the interest of the export business of these two firms, according to C. M. Kellogg, president of the latter and secretary-treasurer of the former. J. P. Kellogg is in charge of operations of the Panola Lumber & Manufacturing Company when in the United States.

Pritchard-Patterson Nuptials Solemnized

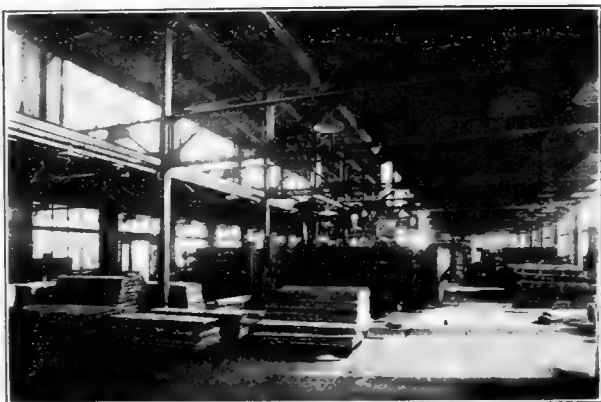
Miss Margaret Pritchard, daughter of Mr. and Mrs. John M. Pritchard of Memphis, and prominent in social circles of that city, was united in marriage to Captain R. W. Patterson, Camp Dix, N. J., at Grace Episcopal church, Saturday, December 31, at high noon, in the presence of relatives and friends. The church was beautifully decorated in Christmas greenery. The service was performed by the Rev. C. T. Wright.

The bride was attended by Mrs. Horace Rosson of Jamestown, N. Y., as matron of honor, and by Miss Norma Bass as maid of honor. She was given in marriage by her father, who is secretary-manager of the American Hardwood Manufacturers' Association, with headquarters in Memphis.

John M. Pritchard, Jr., served the groom as best man.

After the wedding ceremony Captain and Mrs. Patterson left for New York on their bridal tour. On expiration of the leave of absence of the former they will be at home at Camp Dix.

"Perfectly Dried Veneers"



"Proctor" Dryers at Wood-Mosaic Co., Louisville, Ky.

The Wood-Mosaic Company has hit the bull's-eye of a tremendous buying-interest with its well-known advertising slogan—

"Perfectly Dried Veneers"

The Wood-Mosaic Company is gaining customers and holding them because it makes good its promise and dries all its veneers in "Proctor" Automatic Veneer Dryers.

The "Proctor" Dryer never fails to produce a uniformly dry product, of lasting flatness and pliability—having all the qualities you would personally associate with the term—

"Perfectly Dried Veneers"



Closes Quarter Century of Career With a "Little" Dinner and Talk of the Early Days

In celebrating the close of twenty-five years of service with the Wood-Mosaic Co., of Louisville and New Albany, Merritt Rogers, treasurer of the company, asked eighteen of the officers, department heads, etc., to a little dinner at his home on New Year's night. At least he said it was going to be a little dinner, but according to the boys who attended, it was about the finest dinner that a man ever sat down to.

Rogers is one of the best known timber buyers in the country, being well known from Memphis to Chicago, and having had charge of the log buying division of the Wood-Mosaic Co. for many years. He started with the MacLean interests when they were established at Cloverdale, Ind., and was with the Hugh MacLean Lumber Co. until about 1896, when the Wood-Mosaic Co. was established at New Albany, and the MacLean interests established separate companies.

Mr. Rogers, following the dinner, was in a reminiscent attitude, and produced a letter he received from W. A. MacLean on June 3, 1899, which he claims is the first written instructions he ever remembers having received, as in the old days instructions were carelessly given and verbal. This letter pertained to buying some timber at a time when a thousand dollars would purchase half the timber in a county, whereas today it would purchase mighty few prime logs. In those days a thousand dollars invested in logs was real money, therefore the letter with the implicit instructions concerning careful buying.

When Mr. Rogers read this letter W. A. MacLean, president of the company, was heard to emit a few chuckles, and a number of interesting stories resulted concerning the early days of the MacLean interests at Bedford and Cloverdale, Ind.

Attending the dinner were W. A. MacLean, H. H. Barclay, H. C. Hobbs, W. H. Day, Ralph Rich, J. J. Egan, C. F. Anderson, Stuart MacLean, N. H. Whitehead, R. R. Pickens, O. L. Hays, E. A. Minnick, Charles Deatrack, Mrs. O. L. Hays and Miss Mary E. Clark and Mr. and Mrs. Rogers.

At the conclusion of the dinner Mr. MacLean on behalf of the attendance presented Mr. Rogers with an elegant watch chain and Knights Templar charm.

Long-Bell Increases Capital Stock

The close of 1921 marked the passing of another milestone of progress for the Long Bell Lumber Company, Kansas City, Mo. The authorized capital stock of the company was increased to \$25,000,000 at a meeting of the stockholders of the company December 30. R. A. Long, chairman of the board, announced. The increase was made to decrease the company's surplus account. Heretofore the company has had paid-up capital stock of \$9,000,000.

The company is a Missouri corporation. Amendment to its charter has been filed with the Jackson county (Missouri) recorder and with the secretary of state at Jefferson City, Mo.

A stock dividend was declared at a meeting of the directors December 31. The result of these changes is that the issued paid-up capital stock of the company will be \$22,000,000, with a surplus account of \$6,000,000 remaining.

"This transaction does not contain any factor of refinancing," said Mr. Long. "It is merely a rearrangement of the capital account of the company to reflect more properly the growth and expansion of its business."

Newsome and Trump for Company

I. J. Newsome, for eight years sales manager for Lee Wilson & Company, and E. H. Trump, for eighteen years connected with Thomas & Proetz Lumber Company, all of St. Louis, announce their severance with their respective firms and the establishment of a new company. The new company name will be Newsome-Trump Lumber Company, and their offices will be located at 2016 Railway Exchange building, St. Louis, Missouri. They will engage in the wholesale handling of all kinds of hardwood lumber.



Merritt Rogers

A New Departure in Saw Swages

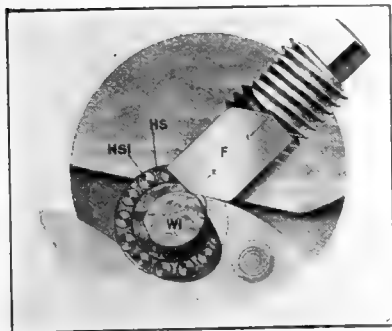


Fig. 1

mits the die to act with great precision, thus producing the strongest possible working corner, and with much less energy than is required to operate any other swage.

The roller-bearing, as shown in cut No. 1, is placed between the eccentric die bushing and the swage block. As the die revolves forward under pressure the rollers (HSI) travel with the die bearing. The cage (HS) is loosely mounted so as to travel with the rollers and hold them in place. The rollers travel forward more when under pressure than they do on the reverse stroke of the die lever; so all the rollers come under pressure simultaneously, which insures an even wear on all the rollers, and also eliminates the dead drag of the die bearings in the swage block, which means long life to the die bearing and the swage block.

The swage die (WI) has four working corners running from end to end. The die is mounted in a pair of eccentric bushings (WWI) above center, so that the working edge in use has a perfect clearance and with no dead drag over the finished part of tooth, thus allowing the die to swage clear through and produce a strong working corner with the least possible waste of steel.

It is a well-known fact that a large die, while it puts up the strongest working corner, is hard to operate, and especially when a larger sleeve revolving with the die is used. This obstacle is entirely overcome by the roller-bearing.

The roller-bearing feature does not add to the weight of the swage, nor does it weaken the swage block, but it adds to the efficiency of the swage, and it is claimed the saving effected in the wear of the saw is of great importance.

Hugh McIlvain Re-enters Hardwood Business

Hugh McIlvain, member of the well-known Philadelphia family of that name and a former partner in the firm of J. Gibson McIlvain & Co., after having been out of the lumber business something less than a year, has decided to re-enter the field. Beginning with the first of the year he will conduct his business under the firm style of his own name at 1420 Chestnut street, where he will handle all kinds of lumber in carload lots, making hardwoods a specialty. Mr. McIlvain has been prominent in lumber circles for so many years that he needs no introduction, and his numerous friends will be pleased to know that he is again identifying himself with the industry.

Brown Brothers' Bond Issue Offered by Baker, Fentress & Company

Baker, Fentress & Company, Chicago, are offering first mortgage 8 per cent sinking fund bonds at 100 and interest, which are the "direct first mortgage obligation of the Brown Brothers Lumber Company, of Rhineland, Wis. They are "unconditionally guaranteed, principal and interest, by endorsement on each bond by A. W. Brown, W. E. Brown and E. P. Brown, all of Rhineland. The combined balance sheet of the makers and guarantors, after introducing proceeds from these bonds, shows total assets of over \$6,490,000, after deducting all indebtedness except this issue, or over eight times the said issue of bonds." Their annual income is approximately \$375,000.

E. C. Atkins & Co., "The Silver Steel Saw People" of Indianapolis have always controlled the patents and manufactured the Pribnow swage shaper, and now they are the sole manufacturers of it and the Pribnow swage. They have put on the market a new roller-bearing swage which will be exceedingly interesting to the filer.

The roller-bearing feature embodied in the New Atkins Pribnow swage for heavy duty work, as shown in the sectional engraving, has greatly increased the efficiency of the swage.

The friction on the die is greatly reduced, which per-

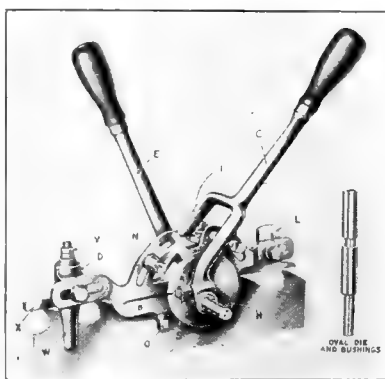


Fig. 2

Manufacturers of Stimson's HARDWOOD LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

The bonds are dated January 2, 1922, and mature at various dates from July 1, 1924, through July 1, 1930, and "are specifically secured by first mortgage upon timber properties valued at \$3,000,000, or in excess of three and one-half times this issue of bonds. The greater portion of this timber has been sold, subject to the lien of this mortgage, at a minimum of \$4 per thousand feet to the Monroe Logging Company of Washington." The timber consists of a total of 9,118 acres. Approximately 5,878 acres are located in Snohomish County, Washington, carrying 644,000,000 feet of high-grade merchantable timber, chiefly old growth yellow fir and cedar. The second body of timber consists of 3,240 acres estimated to carry in excess of 200,000,000 feet of similar timber.

Since 1882 the Brown Brothers' interests have been successfully engaged in the manufacture and sale of lumber and investments in timberlands.

J. G. Brown Suffers Loss of Mother

J. G. Brown, president of the W. P. Brown & Sons Lumber Co., of Louisville, Ky., who lost his chum and brother, T. Martin Brown, who died in Chicago in January, 1920, suddenly, was again bereaved on December 27, when his mother, Mrs. W. P. Brown, widow of the founder of the business, died at her home in Indianapolis of pneumonia. Mr. Brown spent Christmas with his family in Indianapolis, returning to Louisville Monday, only to receive a rush call to return to Indianapolis. Mrs. Brown had been suffering from a slight cold, which suddenly developed into pneumonia. J. G. Brown and a sister, Mrs. A. L. Duggan, of Bethlehem, Pa., are the only survivors.

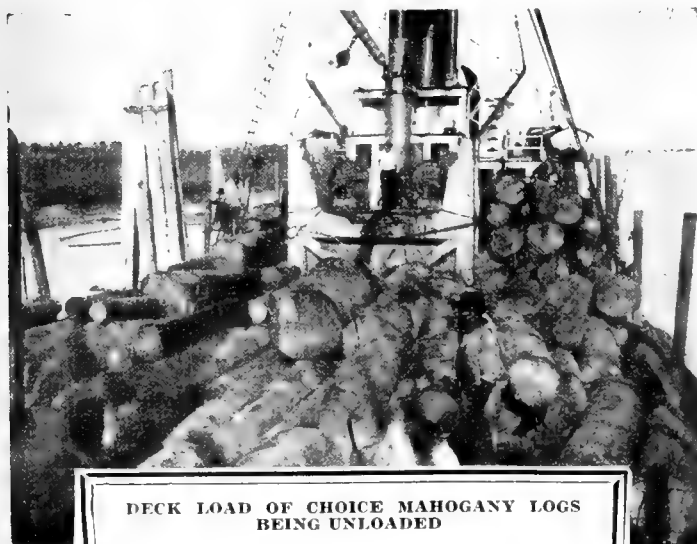
Hardwood News Notes

MISCELLANEOUS

The National Hardwood Company has recently commenced business in the Railway Exchange building, St. Louis, Mo.

P. S. Coate, treasurer of Russe & Burgess, Inc., Memphis, Tenn., has sold his interest in that company to F. T. Turner.

The Walk-High Lumber Company has recently been reincorporated at Savannah, Ga., with a capital stock of \$25,000, by Jefferson L. Highsmith, Lee M. Highsmith, Lemuel R. Highsmith, Walter F. Walker and William J. Quinan, all of Savannah.



DECK LOAD OF CHOICE MAHOGANY LOGS
BEING UNLOADED

CHICAGO OFFICE
N. S. JOHNSON
39 W. ADAMS ST.

GRAND RAPIDS
GEO. A. BAKER
HOTEL CODY

MAHOGANY

OFFICES AND WAREHOUSES
CINCINNATI, OHIO

THE
FREIBERG
MAHOGANY CO.

SAW AND VENEER MILLS
NEW ORLEANS, LA.

LUMBER AND VENEERS

LARGE MAHOGANY LOG BEING OPENED
UP ON CARRIAGE



The Parkersburg Handle Works has filed a charter at Parkersburg, W. Va., for the purpose of operating a plant for the manufacture of hickory handles. Its capitalization is \$25,000.

The Wayne Wheel Company has filed an involuntary petition in bankruptcy at Newark, New York.

CHICAGO

Rowland S. Utley, manager of the southern hardwood department of the Stevens Jarvis Company, left Monday for the South to be gone two weeks visiting mills in that section in which his company is interested.

H. L. Sill of the H. F. Below Lumber Company has returned to Chicago early in the first week of the year, having spent the holidays in Minneapolis, Minn., his old home.

T. E. Andrews, manager of the northern hardwood department of the Stevens Jarvis company, spent the holidays at the company's headquarters and mills site at Eau Claire, Wis.

R. E. Boyd of Manley & Boyd is in the South on a two weeks' tour, during which he will visit points in Tennessee, Alabama, Georgia and Kentucky.

John Fountain, sales manager of the Turtle Lake Lumber Company, Winchester, Wis., stopped over in Chicago on January 4, while enroute to the company's mill, after having spent the holidays with his family in Detroit.

L. H. Levison of the Scott & Howe Lumber Company, Oshkosh, Wis., was in Chicago on January 3 and 4.

BUFFALO

Receipts of lumber by lake at Buffalo for 1921 were 14,535,419 feet, as compared with 10,786,372 feet in 1920. While larger than last year, the receipts were only about one-third of those of the war year of 1918, when lumber demand was heavy. But little hardwood was brought in this year, the bulk of the business being in white pine and hemlock. The outlook for lumber trade by lake this season is uncertain, but it is not expected that any big movement will develop. The lumber carriers' association is to hold a meeting at the Hotel Statler, Detroit, January 17th, to discuss the situation, and hold the annual election of officers.

BOSTON

The New York, New Haven & Hartford Railroad Company has at last agreed to the reduction in the transcontinental freight rates made by other roads, which became effective December 24. But it has not yet been announced when the reduced rates over the New Haven will become effective. The new rates will make quite a difference in the cost of hardwoods and of other lumber consumed in Boston.

INDIANAPOLIS

Fire of unknown origin destroyed the mill and engine room of the National Handle Company at Frankfort, Ind., recently. The loss to the structures and contents consumed in the blaze amounted to \$30,000, which is covered by insurance. The plant, which is a branch of the American Fork and Hoe Company, had been shut down for several months.

The will of Carl D. Fisher, president of the Standard Wheel Works, at Terre Haute, who died recently, has been filed in the probate court, bequeathing to Mrs. Dacie Lucas Fisher, the widow, household goods and automobiles and other property. She also receives \$50,000 in money or in stock in the Standard Wheel Works, as she prefers. To the sons, Carl D. Jr., and Emil J., and Lucas, is bequeathed jointly the sum of \$50,000 to be held in trust until the minor sons have reached the age of thirty.

A sawmill and washing machine factory, owned by Harmon Van Matre at Westwood, Ind., was destroyed by fire recently, causing a loss of \$15,000. Mr. Van Matre carried only a small amount of insurance. In addition to the factory several large stacks of lumber and a dry kiln, filled with lumber, were burned.

The Mid West Box Company, at Anderson, is operating on the same schedule as for weeks but it is stated that considerable good business has been booked for January and that prospects are splendid.

CINCINNATI

The resignation of Newell H. Hargrave, president of the Cincinnati Lumbermen's Club, was regrettably accepted at a joint meeting and dinner of the club and Ohio Association of Retail Lumber Dealers' No. 1, at the Hotel Metropole. Mr. Hargrave, who has been general manager of the Kirkpatrick Lumber Company for the past four years, will not be actively identified in the lumber business after January 16. He has acquired an interest in the Dolly Varden Chocolate Company and will become secretary and treasurer of that concern. Mr. Hargrave will maintain his interest in the Kirkpatrick Lumber Company, which has offices in the Provident Bank Building.

At the suggestion of Dwight Hinckley and W. A. Hopkins, Mr. Hargrave was elected an honorary member of the Lumbermen's Club. J. C. West, first vice-president, will serve the unexpired term of Mr. Hargrave's as

Forecasts for 1922 Are Chiefly Optimistic

Number of Leaders of Veneer and Plywood Industry Respond to Hardwood Record's Canvass of Opinions with Predictions of Better Demand, and Prices for the Ensuing Year; a Few Are Pessimistic

INCREASE IN DEMAND FOR VENEERS AND PLYWOODS, advance in prices, no over-production, no "boom" condition, but the development of a more or less stable and orderly situation, is the opinion of virtually all the leaders of the veneer and plywood industry canvassed by HARDWOOD RECORD for the purpose of securing forecasts of the 1922 situation. The large majority of the forecasts reveal a definite optimism and there is hardly any that does not express belief in a certain measure of improvement in 1922. These leaders of the industry point out that increased activities in the furniture and building industries, which promise to be accelerated in 1922, indicate an improvement in demand, while the supply is likely to be small, insuring good prices, because of the difficulty of getting veneer logs. Most of those making forecasts seem to believe that the projected nation-wide advertising campaign will get under way before the end of the year and that this will develop new lines of demand as well as increase the demand from the established sources. Even those who can see no particular reason for expecting 1922 to be an improvement over 1921 express a belief that 1922, nevertheless, will be a better year for the manufacturer of veneer and plywoods.

However, Thomas D. Perry, vice-president and manager of the Grand Rapids Veneer Works, Grand Rapids, Mich., and president of the Plywood Manufacturers' Association, declared that the "over-production of the plywood plants, together with the disposition on the part of wood-workers to make their own plywood, produces a situation that defies analysis. I do not see how plywood producers can even make their expenses on the prevailing market. If the limited demand continues to hold the prices down to a margin so close to cost, either the demand must substantially increase or the capacity be decreased."

Mr. Perry feels that the "extraordinary world conditions, for which there is no precedent, render it difficult to estimate the economic developments of the ensuing year." He said that, "I feel, however, that forest products, whether manufactured into the raw material, as lumber or veneer, have seen their lowest prices and will continue to at least maintain their present standards, if not reach a higher level. My reason for this is the non-replaceable character of stumpage. I feel that the operators will only produce enough to take care of their running expenses until the market is more favorable and this will produce a limited supply and tend towards keeping prices up."

Adopts Pessimistic View

A number of the letters point out that the excessive demand that developed during the "boom" era caused an increase in the capacity of the veneer and plywood industry beyond the requirements of normal demand. This is mentioned in the letter received from the president of a large Kentucky veneer organization, who desires, however, that his name be withheld. His view is probably the most pessimistic received, and he admits that he "might be called a pessimist," but emphasizes the point that he tries "to look at things as they are." In part he says:

I hesitate to express my opinion of the outlook for the present year in the veneer and plywood lines. Present conditions indicate no revival, but things are in such uncertain state that another month or six weeks may cause one to view the matter differently.

The nation-wide advertising campaign will not be launched before the end of this year. One all-powerful reason is the lack of money. Manufacturers are not likely to increase their advertising expenditures (as they should do) under depressed conditions.

There has been no revival of prices in veneers and plywoods. When the slump came along, prices went down and down until, I

hope and believe, they have struck bottom, and we are now awaiting some rebound.

As you know, there is now an excess of capacity over demand, and much of the equipment is lying idle or running short time. Present capacity will make over-production under normal demand. If the "values of our products" do not overcome the present comparative weakness during 1922, there will be a weeding out of over-ripe concerns.

Log supply will depend to a considerable extent on the condition of the lumber business.

A More Optimistic Viewpoint

The opinions of Mr. Perry and the Southern manufacturer quoted above are about the only ones that do not show more confidence of a greatly improved condition in 1922 than doubt of it. The dominant note in most of the others is optimistic. One of the most hopeful of these optimistic forecasts is that made by E. V. Knight, president and general manager of the New Albany Veneering Company, New Albany, Ind., who is also chairman of the publicity committee of the Plywood Manufacturers' Association. Mr. Knight's views follow:

As to a real revival of the demand for plywood, will say that for the past ninety days the business of the New Albany Veneering Company has been increasing steadily and I may say, rapidly, and in some departments we are now working day and night force in order to take care of the business which is coming in to us.

I have personally visited a number of our customers and with few exceptions they express the belief that case goods furniture business, particularly bedroom and dining room furniture, is improving steadily and that it will continue to do so during this year. This, of course, means that the plywood business will be correspondingly good.

There is no doubt that the Plywood Trade Extension or National Advertising Campaign will be launched before the end of the year, and if "Advertising Pays," as you and I most certainly believe it does, there is no question in my mind that this will mean not only increasing demand for plywood in its present known uses, but there will be new and additional avenues of use opened up which will create an increasing demand for plywood products.

The prices of manufactured plywood are considerably below the cost to manufacture on numerous items now being sold, and, as compared with the present market values of raw material, particularly rotary gum, poplar and gum lumber, also walnut veneer and lumber, present plywood prices are inconsistently low. For instance, 5-ply walnut face veneers, reject back, tops for case goods, tables, etc., using gum core, are being sold for at least 40 per cent less than the actual cost of a solid walnut top of the same dimensions, and in my twenty years of manufacturing plywood this is the first time I have ever known this difference in price between plywood and the solid stock to exist. I have personally seen invoices of some of our competitors on the material above specified as low as 21 cents per foot, whereas the lowest cost obtainable in the plant of the New Albany Veneering Company on these same specifications is \$258.37 per M feet, or a cost of more than \$50.00 per M feet higher than the sales price of the concern above mentioned. In my opinion, this inconsistency in price will not continue, nor is any one benefited by such a price situation; on the contrary, not only the entire plywood industry is affected adversely, but the furniture industry as well, as a shrewd furniture buyer, who is familiar with manufacturing costs, uses, not the fair market value or cost value in figuring prices at which furniture is to be sold, but instead he uses the lowest sale price which is known to exist, and, therefore, places the furniture manufacturer in a disadvantageous position as regards a fair price which such furniture manufacturer should receive for his finished product.

As to the relation of supply and demand for 1922, with anything like a normal demand will come increased prices—this for the reason that as soon as the present existing stocks of veneer and lumber are used up in various plants and the real demand comes for a replacement of raw materials, it will be discovered that there is not only a shortage of veneer and dry lumber in the different markets, but that it is going to take many months to produce a sufficient amount of veneer and lumber logs to take care of any-

thing like the lumber demand. We are already finding this true in buying logs for our Southern plant and are today paying 50 to 75 per cent more for logs than we were obliged to pay six months ago, and even at the advanced price we are finding great difficulty in supplying ourselves with sufficient logs to run our plant for the next six months. Production in our own plant is rapidly reaching normal. We account for this largely by the fact that we have been most careful to keep up the high quality of our manufactured product while we have at no time reduced prices to the ridiculous and ruinous minimum which has been made by some of our competitors.

We have been fortunate in being able to find a discriminating trade of enough volume for us to continue manufacturing and hold together the best part of our organization.

As to your question of an overproduction in 1922, I am doubtful if there will be such an overproduction, this for the reason that lumber and veneer mills will not be able to produce sufficient raw materials to permit an overproduction in the various plants of plywood manufacturers.

The following other carefully considered opinions were expressed:

B. W. Lord, President Chicago Veneer Company, Chicago

At present, the business is quiet, which is natural this time of the year, on account of closing of the year's business, taking inventories, etc. It is our opinion that there will be an improved demand, but not a boom or run-away market in any way, as there are a number of sore spots yet to be healed before general business can develop as it should.

There has been a large amount of veneer sold for less than the cost of production, but stocks on hand have been very much reduced and logging conditions have been largely curtailed and logs have advanced in price, so that stock manufactured today must necessarily be on a higher cost basis. The year 1921 was a year of severe readjustments and we believe the year 1922 will be a fighting year where everyone will have to figure on very close margins and business will have to be done on the strictest business principles, and buyers will insist upon value and service. It is our opinion that the veneer business, like all other lines of business, must adjust itself to a strict economic basis.

F. B. Ward, President Hanson-Ward Veneer Co., Bay City, Mich.

In reply to your letter of December 31 will say, from all indications at this time the demand for plywood and built up stock will be fully double that of last year, owing to the activity in furniture manufacturing as well as, we believe, pronounced activity in home building construction.

It would seem that many concerns that are now manufacturing their furniture from solid lumber would be forced to use plywood to a greater extent owing to the fact that there seems to be a shortage in the higher grades of all hardwood lumber, possibly with the exception of mahogany. It would seem, however, that the mahogany position would be strengthened owing to the fact that a 20 per cent duty is contemplated on mahogany logs, to become effective in March.

Relative to a nation-wide advertising campaign, will say that I do not know just when this will be launched, but do know that the veneer industry contemplates something of the sort and that they are working on it.

Veneer and plywood values are at a ridiculously low level in comparison with lumber and log values and will be forced higher before the year is out owing to supply as well as demand, principally supply.

We expect that our plant will be on practically normal basis before the year 1922 comes to an end. We are employing at the present time about the same number of hands as we did in pre-war production. There is no question that the market is broadening very materially for plywoods at this time. One feature that is very noticeable is the fact that many concerns have ordered right through the holiday week, showing that stocks are low and they are buying from hand-to-mouth. There is no question but that the hardwood lumber industry is decidedly on the mend. Some items of stock may get so scarce as to have a run-away market on these items. We sincerely trust not, as we think this would work damage.

C. B. Allen, President Allen-Eaton Panel Co., Inc., Memphis, Tenn.

The values of veneer and plywood are very much lower than other products of logs that are advanced as far in manufacturing as plywood, and the demand is not as great as other wood products, for the reason that during the war plants manufacturing plywood and built up work were expanded to take care of the volume of business offered and in addition to this, a great many of the large users put in their own equipment, and naturally when the demand fell off, such manufacturers as had put in their equipment were in position to make all the material they were using.

The phonograph industry took a large amount of built up and plywood material, and this industry has ceased to function and probably will not get going for several years to come, to any great extent. Therefore, the demand for plywood and built up wood will

not be as great in proportion as other lines of the wood industry; unless, through the nation-wide advertising campaign some new lines can be found for the use of this material.

I do not wish to be quoted as a pessimist, but believe until that time veneer and plywood industry will not recover its normal conditions during the coming year. Prices are much lower than they should be, based upon the cost of the raw material, and with indications that raw material, such as logs, will increase and not decrease. The reason for this is, there is very little demand for lumber and very few mills are operating; therefore, the veneer and plywood manufacturers are called upon to pay a price for the grade of logs which they demand, it being the best, to allow the log men to leave the other or poorer grade of logs in the woods.

Weather conditions in the South are such, we cannot expect to get any volume of logs before the first of April, and then in the event only we do not have high water.

E. J. Ross, Manager, Medford Veneer Company, Medford, Wis.

We are in receipt of your letter of Dec. 31st in which you ask for our opinion of what the year 1922 will develop for the manufacturers of veneer and plywood. In reply will state we are looking for a real revival for this material about the first of March and we base our opinion on the fact that there must be a great deal of building done in 1922 and it will call for a large amount of veneered doors, panels and veneers and plywood for furniture to furnish these new buildings. The building program got well under way the last half of 1921, but no doubt will slack up to a certain extent during the winter months.

We are of the opinion that there will be a big shortage of veneers and plywood before 1922 gets fairly started, owing to the fact that there will be less than fifty per cent of a stock of veneer logs put in this winter. The prices of veneers are too low at the present time to warrant the mills paying a very high price for logs, and if the lumbermen cannot get a fair price for their logs they will not put them in. Consequently the veneer mills will not get fifty per cent of their usual supply.

It does not look to us as though there would be an overproduction of veneers and plywood in 1922. At our plants we figure on getting about forty per cent of our usual cut in 1922, and all of the mills that we know anything about are in the same position.

W. W. Knight, Owner, Long-Knight Lumber Co., Indianapolis, Ind.

Replying to yours of the thirty-first, note your request for my opinion as to the prospective developments for the year 1922 in the veneer and plywood business.

I can only answer rather indefinitely for the veneer situation, as I see it. I look for a steadily increasing demand, although it will probably not go to the extent of a real boom. In fact, I hope it will not, as we have just passed through one boom, and the results thereof, and don't want another one.

We question very much whether the public, or the individual consumer, will be very greatly affected by the advertising campaign being put out by the panel people. It will take some time to educate the individual consumer, and, while we think the campaign is directed in the right direction, and expect to subscribe to it, in a modest way, we think it will be more effective in its general results rather than in any individual direction.

The values of veneers in most woods, must appreciate. Quartered oak veneer is being sold considerably lower than the cost of reproduction, and some other woods on a very close margin. The supply of logs will be plentiful if the price paid for them is enough to justify bringing them out, but we are advising our log men to let the trees grow a little rather than bring them out at the present prices.

The business will have to increase in a very alarming way to take care of the possible production, but we think most of the manufacturers appreciate fully that they cannot pay the present prices demanded for logs, particularly oak logs, and get a new dollar for an old one.

We think most of the manufacturers will be very conservative, and are not likely to overproduce.

Our present production of walnut veneers is about the same as for the past year, but our oak mills are down and will remain so until the users of quartered oak veneer arrive at the point where they are willing to pay us a small margin of profit.

L. P. Groffmann, St. Louis Basket & Box Co., St. Louis, Mo.

We look for a slow return of business. In other words, we expect it to become normal so that everyone can operate their plants full time, but we do not anticipate a rush for goods, which some are prone to think.

As to values on plywoods, they are not only low but actually below the cost of production, so the natural consequence would be a gradual stimulation of prices, depending entirely of course upon the demand.

Good veneer logs are scarce because of no logging having been done as compared to a year ago. With the cost of logs stiffening up, the naturally necessity is better prices for plywood, and we hope in time to get enough for the stock to make everyone a fair profit.

(Continued on page 41)

It's a Far Cry from Ancient Egypt to Modern Grand Rapids



ON THE BACK OF YOUR
Veneered Tops and Panels
Marked with the NAVCO Quality

BUT plywood construction and the art of fine veneering have held their undisputed sway from then till now. Ancient Babylon's finest furniture was veneered—just as the most beautiful products of the furniture cities in America are veneered today.

Just as it's a far cry from Egypt to Michigan's furniture capital, just so is there a great difference between plywood made the Ordinary way and plywood made the NAVCO way.

For which reasons we feel justified in calling your attention to ours—the largest and best equipped plywood plant in the world.

New Albany Veneering Company

E. V. Knight Plywood Sales Company
Sales Agents New Albany, Indiana

UNDERWOOD QUALITY

VENEERS

PROMPT DELIVERIES
ATTRACTIVE PRICES

PANELS

We Manufacture

**BIRCH, ASH, ELM, BASSWOOD and OAK
VENEERS**

also

THREE AND FIVE PLY BIRCH, ASH, PLAIN OAK,
BASSWOOD, QUARTERED SAWED OAK, WALNUT,
QUARTERED FIGURED GUM AND MAHOGANY

We carry a large stock of *THREE AND FIVE PLY
PANELS* on hand at all times—Write for list of sizes.

Underwood Veneer Company
WAUSAU, WISCONSIN

Grand Rapids Market Opens Satisfactorily

Both Buyers and Sellers Are Gratified at the Normal Aspect of the Market;
Unpleasant Features of Immediately Preceding Markets Are Not Evident

By Our Special Correspondent

The January Furniture Market for the year 1922 opened on the second day of the year, in Grand Rapids, with an influx of some three hundred buyers. Awaiting them was the largest exposition of furniture which Grand Rapids has ever had, there being in all four hundred and eighty-six lines presented for their inspection; in the twenty-one factory show rooms of Grand Rapids manufacturers, and in the eight exclusive exposition buildings occupied, in the main, by the lines brought from outside Grand Rapids for the Exposition.

A new building, The Gilbert, on Monroe avenue, takes its place alongside the older exposition buildings and is already filled, having among its tenants some of the established, well-known lines of the Market.

The McMullen Building, within a block or two of the old group of buildings, is being rapidly altered to satisfy the growing demand for exhibitors' space.

The question of accommodation for buyers is again a pressing one and the Grand Rapids Market Association, organized to foster and promote the Market, is doing valuable service in finding rooms in private homes for those buyers who represent the excess over the city's hotel capacity. The immediate filling up of all the hotels shows the wisdom of those who have recently completed the organization and plans for the new Hotel Rowe, to be built on Monroe avenue, a few blocks north of the Pantlind Hotel. This organiza-

tion is headed by furniture manufacturers and will be largely supported by furniture manufacturers from within and without the city, who realize how rapidly the Market is outgrowing the hotel capacity of the city.

Buyers Better Distributed

This year the Market Association has done everything in its power to secure a more even distribution of the buyers throughout the entire market period, and among other things it has arranged that the Convention of the National Retail Furniture Dealers' Association shall be held during the second week of the Market. This will operate to hold a large number of dealers who are actively interested in the Association, and those who wish to avail themselves of the program, away from the Market during the first week, which has usually been the period of greatest stress. In spite of this the present market is about one hundred buyers ahead of the record for the corresponding period of a year ago.

On the other hand, an arrangement has been made to grant a reduction of 50 per cent of the railroad fare to members of the Association, with the privilege of joining the Association at the Convention, and this will undoubtedly stimulate attendance.

The tone of the Market at this writing (near the close of the first week) is a relief and a satisfaction to both buyers and sellers. The offerings and the buying are normal and free from that spot-

(Continued on page 36)



Our organization is backed by a tremendous supply of carefully selected timber. The tow shown above carries 900,000 feet of hardwood logs cut from our timber and destined for our mills.

Veneers and Plywood

In stock sizes—also according to specifications.
Walnut, Mahogany, Quartered and Plain Oak,
Gum, Birch, Ash, Plain or figured Yellow
Pine, Cottonwood, Sycamore and other woods.

The above is not an announcement of ordinary facilities for veneer and plywood manufacture. We offer to the trade a deluxe product manufactured in the most extensive and complete plant of its kind in the country. This business was founded in St. Louis forty years ago on an humble, but sound basis. It has progressed steadily since, the second of two thoroughly modern factories having been completed in St. Louis last year.

Our product is universally accepted as a standard in plywood production because this business was founded practically in the infancy of commercial plywood manufacture and much of the progress in perfecting this product is attributable to the thorough organization and remarkably complete manufacturing facilities of this company.

Your business may wisely be intrusted to our hands.

St. Louis Basket & Box Co.

ESTABLISHED 1880
ST. LOUIS, MISSOURI

Manufacturers of Superior Plywoods for 40 Years

Chicago Market Opens Favorably

The first week of the annual Chicago furniture market, which closed Saturday, January 7, while comparatively quiet, as is customary, revealed much that was gratifying to both buyers and sellers. There was present among all concerned the feeling that the furniture trade, which had been blown far out of its course by the depression typhoon, has largely recovered from this heavy weather and is now traveling snugly along the old course with a good wind behind. Of course, not all the damage done by the "storm" has been repaired, but there is no doubt that very substantial progress has been made, and that another year will see the industry again established on a normal and healthy basis.

It is the custom of the majority of the buyers to spend the first week or so of the market period at Grand Rapids and then come on to Chicago. Therefore, very little business is counted on during the first week in Chicago. But some business is always done the first week, and it has been much better this time than for the last two markets. The sales managers of the furniture factories exhibiting at "1319" and other places, are very much pleased with the showing. But they are much better satisfied with what they believe will begin the second week. They expect a buying spurt then, which will continue in reasonable proportions until the end of the market. Conditions in the trade assure this, they say. The buyers coming on the market are leaving display floors and warerooms that were never so bare of furniture. Many of them have been losing business because they have permitted their stocks to become so broken up that they could not meet the ordinary demands of their trade. They must buy to replenish these stocks or virtually go out of business. Furthermore, they are in a better position to buy than for over a year. Their firms have in nearly all cases completed liquidation. They have cut expenses and reduced stock and concentrated on collections until they are again in a wholesome financial condition and prepare to buy what furniture their trade demands. To these reasons there may be added the fact that there has been a widespread revival of the building industry since the July market. This revival is expected to continue throughout 1922, and, in fact, to be considerably improved upon this year. The general business situation is also considered good, together with the world situation.

The buyers are shopping and selecting carefully. But they are very plainly out to do some real buying, and a great deal of this is going to be of high grade furniture.

The exhibitors are full prepared to meet their demands. The case goods, chair, upholstered furniture and other lines are showing many new designs, the new ones far outnumbering the old designs left over from the July or other markets. The new designs in general reveal a more conscientious effort to produce substantial values. One manufacturer, commenting on this, said that the makers of furniture have had more time during the last few months to devote to the construction of their products than they did during the boom period and the melancholy year thereafter. Walnut again evidences a tremendous increase in its popularity. Some lines are showing as high as 90 per cent walnut. Mahogany is still much in evidence, however, and virtual all designs are offered in mahogany as well as walnut.

One feature of the market is the number of well constructed, really fine, medium priced bedroom and dining room suites. These are evidently prepared by the manufacturers to meet the demand of the public for good values at conservative prices. All manufacturers presenting this quality of designs report a favorable reception from the buyers. Among these was the Niemann Table Company, which is offering a small dining room suite in the Italian Renaissance style; and the Klammer lines of Evansville, Ind., showing a dining room suite in a very pure design of the same period. Both of these offerings may be made up in walnut or mahogany, in the standard finishes or in the renaissance or Italian grey. Each line reports a good business in these in the walnut, renaissance finish.

The Niemann people are offering a line of solid walnut, mahogany and oak tables, and report a good business.

The Klammer Lines are offering a French renaissance bed room suite, in mahogany or walnut, which is distinctive and demonstrates the prevailing tendency to present fresh new designs.

The experience of the Showers Brothers Company is always a good barometer of the Chicago market, and this year the barometer registers "fair." R. C. Hamilton, the sales manager of this company, said that he anticipated a very satisfactory business. Buying, so far as they are concerned, will not be as tremendous as it was on the last market, Mr. Hamilton said, because then they have beat the other firms to liquidation and caught the market just right. But this time that unusual feature will be eliminated as the other lines have now completed the same process that they attended to earlier. He stated that retailers' stocks were never so low and that they must buy substantially, for they are now unable to meet the demand of their trade. General business conditions, too, are favorable, he said.

Another sales manager who is confident of a good market is S. V. Walker of the Kroehler Manufacturing Company, one of the largest makers of upholstered furniture in the country. "I am optimistic," he said, "we will do a good business. The buyers are coming in and giving small orders for rush shipment and then placing larger orders for stock. This means that their stocks are badly depleted. I expect business to open with a boom on Monday." While the writer of this article was talking to Mr. Walker the latter pointed out a buyer who had given an order for immediate shipment and since had bought \$50,000 worth of furniture for stock.

These cases are typical of the situation the first week of the market and all point to a good, sober market, with an amount of trading that will insure a normal activity of the furniture plants of the country for months to come.

Evansville's Outlook Is Optimistic

Furniture, chair, desk and table manufacturers at Evansville, Ind., Jasper, Ind., Tell City, Ind., Henderson, Ky., and Owensboro, Ky., are looking forward to the new year with a good deal of hope and anticipation and most of the manufacturers express the belief that trade is going to pick up right along now and that 1922 will prove a better trade year than 1921. At Evansville the factories have been operating on an average of 80 and 85 per cent normal and it is believed that the plants a little later on will run on still a better schedule. There is more optimism in the trade than there was a year ago this time and reports from other furniture centers are encouraging. There are fewer men out of employment than there were a year ago, although in some cities and towns the problem is still quite serious. Evansville manufacturers continue to make arrangements for their semi-annual furniture and stove market, that will be held in that city late in March or early in April. The executive committee of the Evansville Furniture Manufacturers' Association will shortly fix a date for the coming market and John C. Keller, secretary of the association, will soon start sending out several thousand invitations to retail stove and furniture dealers in practically all the states in the Union and Canada, Cuba and Mexico. It is believed that the attendance and sales at the market will be larger than they were at the market given a year ago which was the first market for Evansville, and the second market, that was given six months ago. Leading furniture manufacturers at Evansville say that they believe the market will have a most stimulating effect upon the retail trade in the states of the central west. They point out that retailers now feel that the prices of furniture have been stabilized and that they are not afraid to buy.

Forecasts for 1922 Are Chiefly Optimistic

(Continued from page 36)

We are in excellent shape to take care of any business which might be offered, having a very good supply of fine logs, including up-to-date equipment.

As already stated, we look for an improvement in business and the sooner the woodworking industry wake up to the fact that it is coming, the easier it will be for them to obtain their supplies.

O. C. Lemke, President, Underwood Veneer Co., Wausau, Wis.

The questionnaire you submitted in the interest of gathering views of business men as to 1922 possibility may be an interesting compilation—may serve a purpose—but it will leave every man watching his own boat and be his own pilot.

Water is water, but as it acquires a mysterious flavor from every stratum of earth that it flows or trickles through, so all measures and conditions, materialistic or otherwise, will have their influence on and mould the new business level.

This deflation has affected some lines of business more than others and until all commodities are nearly equalized a normal basis can hardly be expected.

Freights form a big factor in our commodity cost and must conform on a basis with business to enable business to function properly. Present indications do not encourage the view that an equalized basis can be expected much before the end of this, or even be carried into next year.

The plant capacity has been materially increased during the last four years and estimates show that about 60 per cent capacity production will supply the requirements, and any excess production will be a burden on the market.

Extensive advertising will not materially influence the demand or use for our commodity at this period, but will assist in future development.

Logging operations in this territory have been materially curtailed and estimated logging cost will about equalize 1915.

F. Eggers Veneer Seating Co., Two Rivers, Wis.

We feel that you are asking a question to which it is impossible to give an intelligent answer. While there is a general belief that all business will show an improvement in 1922 over that of 1921, there is no real basis on which to found such belief. We feel, with all others, that there will be some improvement, but to what extent business will revive it is impossible to even make a guess. Buying the past year has been very restricted and must, at some time in the near future, show a revival.

We do not believe that the advertising campaign contemplated will have a material effect on the veneer industry. The use of plywood has become so general that it is no longer necessary to call the attention of the consumers to this line of manufacture.

Prices, we believe, will be cut still lower than they are at present. Few of the manufacturers are running at more than forty or fifty per cent of their normal capacity, and there appears to be a tendency on the part of not a few to cut prices to get orders, and we think this will continue until business is again up to normal. There are no grounds for believing that there is any possible chance of over-production of plywoods or veneers in 1922, and until the demand is up to the supply, or greater than the supply, prices will remain low.

While we can give no reason for believing so, we do believe that business of 1922 will show a decided improvement over 1921, but still be far from normal.

An Anonymous Opinion

A prominent Indiana manufacturer, who asked that his name not be used, had the following to say about the 1922 outlook:

I have made several forecasts during the past year and half and missed them so badly that I have decided to go out of the forecasting business entirely.

While I do not propose to forecast, I do believe that January and February are going to be dull with a slight picking up in March and a fairly good demand by the latter part of April and May. Briefly, and I believe to the point, this country is not going to get down to that happy prosperity that we all long for until two great essentials are regulated by the law of supply and demand. These two essentials are, first, the railroads, and, second, the coal industry. The lumber manufacturers, the farmers and all commodities that I have in mind right now from the raw product have liquidated and are ready to do business and are striving to do business on a normal basis. The railroads and coal industry have not because they are not under the law of supply and demand, but on a strictly legislative value from a wage standpoint.

Touching upon the one point that you particularly ask about, that is plywoods values for 1922—if there is a reasonably normal buying of furniture, plywoods should bring a price that would earn a profit to the producer. Logs suitable for face stock are scarce. This is especially true in white oak and walnut.

The Mahogany Outlook

The outlook as it applies to mahogany veneer is well covered by the letter received from S. L. Frazier, manager of the mahogany sales department of the Mengel Company. Mr. Frazier said:

The writer is directly interested only in the mahogany veneer, which is but a small sub-division of the field covered by the manufacture of veneer and plywood panels. Our answer to your questionnaire will therefore refer only to the merchandising of mahogany veneer.

As to the relation of supply and demand in 1922, we can only answer relatively. The demand lagged far behind the supply in 1921. We expect the demand to overtake supply before the end of 1922, although we do not expect the demand to be many laps ahead of the supply until 1923; but in 1923, and perhaps even, to be optimistic, in the latter part of 1922, we will find the demand exceeding the supply.

The prospect for mahogany veneer logs, as relates to future supplies, is unsatisfactory. There is in sight for the present—and by the present we mean covering a period of six to nine months in the future—sufficient veneer logs to take care of the prospective demand. As logging must anticipate the actual demand by eighteen months, the very depressed state of the market during the past eighteen months has automatically been drying up the sources from whence veneer logs come, and the logs now on hand, or at present in sight, are merely the results of the momentum given this industry by reason of the exorbitant prices realized during 1919-1920.

We speak with great confidence in forecasting that there will be an abnormal shortage in the supply of veneer logs within a twelve-month, and that this shortage will continue for a period of one year to eighteen months.

In the matter of the relation of our own production to normal, we have no longer a normal standard; in fact, it has been so many years since the commercial or social world has been normal that we have to establish a new set of rules whereby to measure the normal.

We anticipate that our production during 1922 will be more nearly the so-called normal standard than in 1921, or, to state the matter more definitely, we anticipate at least 50 per cent more business during 1922 than 1921.

As to the matter of over-production in 1922, we do not fear a condition of this sort, due to the conservatism bred in us, as in others, by reason of the baptism of fire, through which we have all passed.

We cannot afford to over-produce, and therefore there will be no over-production.

Wulpi Sums Up the Forecasts

The forecast contributed by Mr. Wulpi of Chicago, Commissioner of the Plywood Manufacturers' Association, was selected to conclude the forecasts because it carefully examines the general business situation as it applies to veneers and plywoods, and in effect sums up the other views quoted. Mr. Wulpi said:

I have yours of the 31st ult. asking for an expression on the 1922 outlook in veneers and plywood panels.

As to veneers, I have not followed these up as I have the panel end. They are, however, so closely allied that one applies to the other.

Knowing the condition the past twelve months in the furniture end as well as the building situation, both of which are the consuming factors of plywood panels, I have constantly pointed out that the latter could not see much improvement until the two first mentioned would regain themselves. Said industry is a sort of "dessert to the meal."

Now what is the situation in the consuming end of the plywood industry?

Furniture sales are dependent on new homes and refurnishing of old ones. The country has gone through a war reconstruction period and as a consequence all business was upset. The buying power was reduced to 52c on the \$1.00. Homes were not refurnished—furniture sales stopped.

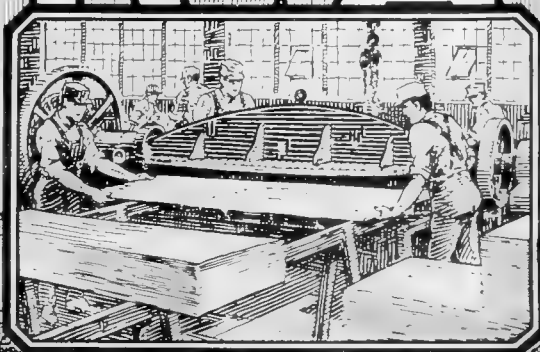
New homes were not furnished because said homes could not be found. Building in the country stopped. 200,000 marriages in 1921 had to look to "Mother and Father" for housing to a great extent. All this militated against the plywood industry and as a result it for months practically stood still.

What of the outlook for 1922? We have seen the settling of labor contentions, a reduction of bank discounts, an easing up of money; the dollar worth 72 cents now and the average per capita 80 per cent more than it used to be. General business is near

(Continued on page 52)

CHICAGO FOR A GO

veneers PANELS



There isn't a thing in plain or fancy veneers, there isn't a type of plywood

The Dean-Spicker Co.

DOES accurate work in a modern plant in which the veneer stock is carefully protected.

EMPLOYS only the best workmen and has

A REMARKABLY low overhead, thus producing economically.

NOTE our location—Chicago—the center of the middle west consuming market. Shipments made quickly in carload or L. C. L.

We Respectfully Solicit Your Patronage in

**Walnut Oak Mahogany
Lumber or Veneers**

**22nd St. and S. Crawford Ave.
CHICAGO**

Poplar and Gum Veneer of Quality

You will get somewhere if you use good veneer to start with.

We can make prompt shipment

MOUND CITY VENEER MILLS

Sales Office: 717 Monadnock Block, Chicago, Illinois
Mill: Mound City, Illinois

THE VENEER LUMBER AND PLYWOOD CO.

HIGH GRADE

MAHOGANY
WALNUT
QUARTERED OAK
PLAIN OAK

VENEER

MAHOGANY
WALNUT

LUMBER

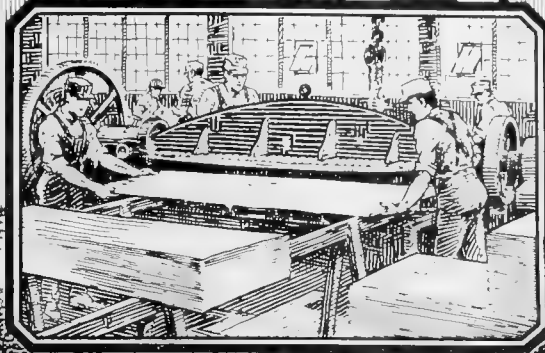
VENEERED PANELS "A" GRADE

ANY WOOD—ANY SIZE

Office and Warehouse: 401-419 N. Hoyne Ave.

PHONE WEST 6710

CHICAGO FOR VENEERS PANELS



that you can't buy and buy right from these responsible Chicago firms

Plywood Veneered Panels Rotary Veneers

25 Cars all woods, many special sizes,
in CHICAGO WAREHOUSE for
immediate shipment. Get our stock
list. We have the panels.
MILL SHIPMENTS in straight
cars, pool cars, and LCL shipments.

Let Us Know Your Requirements

R. C. Clark Veneer Co.
1650 Besley Court

"QUICK SHIPPERS"

Veneer Manufacturers Company Panels! Veneers! Of All Kinds!

OUR CHICAGO WAREHOUSE
is filled with
THE LARGEST AND MOST COMPLETE LINE
Rotary Cut Figured and Plain Veneer
Sliced and Sawn Figured Veneer
PANELS

WRITE US FOR PRICES AND DETAILS
OUR REPUTATION—For Quality—Service—and
Fair Dealing Stands Approved

Watch for THE VENEER PRICE-STOCK LIST

1036 WEST 37th STREET

The Ingalls - Spicker - Ransom Company

Manufacturers of

Walnut, Oak, Mahogany and other
cabinet woods in lumber and veneer.

Years of Practical Experience

Our organization is composed entirely
of men of national reputation in this
industry.

Complete Stock in Warehouse

We now offer at Chicago a full line of
high class walnut, mahogany and oak
veneers.

Walnut Butts a Specialty

Main Office, Veneer and Saw Mills: Nashville, Tenn.

Sales Office and Warehouse

3622-3628 So. Morgan St.

Chicago

PHONE: BOULEVARD 0830

J. T. Spicker Returns from Holiday Trip South

J. T. Spicker, vice-president of the Ingalls-Spicker-Ransom Company of Nashville, Tenn., and Chicago, returned to the Chicago offices of the company on January 5, after having spent several weeks of the holiday season in the South. Mr. Spicker spent two weeks with his family at Orlando, Fla., where Mrs. Spicker has a winter home. He stopped over in Nashville and visited the mills of the company. He found that the mills are running principally on walnut and mahogany. As a result of his two weeks' rest in Florida Mr. Spicker feels much refreshed and ready to spend a strenuous 1922.

Veneer Outlook Is Optimistic

The Veneer Manufacturers' Company, with offices and warehouses at 1036 West 37th street, Chicago, exhibits a substantially optimistic tone in its monthly market letter of January, 1922. The report indicates a great scarcity of veneer logs resulting in substantially increasing prices for those logs that are available. The report further states that while December showed no exception to the usual tendency during that month, January developments are already promising and here is good reason to expect a substantial demand for veneers during the early months of the new year.

Dean-Spicker Company Makes Changes

The Dean-Spicker Company of Chicago makes announcement that at a recent meeting of the board of directors the resignation of J. T. Spicker was accepted and the following officers elected: John R. Dean, president; Thomas A. Dean, vice-president and secretary; John R. Dean having acted as vice-president and director since the company was organized in 1917. Prior to that time he had six years' experience in veneers with the C. L. Willey Company, Chicago, acquiring a practical knowledge of the business under Mr. Willey's tutelage. After three years' experience in the mill, he was made city salesman, in which capacity he served for three years. He left Mr. Willey and became interested in the Black Lumber & Veneer Company, and served as vice-president of that company until it was acquired by the organization of the Dean-Spicker Company.

Thomas A. Dean has been connected with the Dean-Spicker Company for approximately two years, and is also a stockholder and director of this company.

The names of the other directors will be announced in the near future.

Get Shipment from Circassia

R. C. Clark, president of the R. C. Clark Veneer Company, with offices and warehouses at 1650 Besley avenue, Chicago, announces that he is just receiving a shipment of beautifully figured Circassian walnut panels, these panels having been made at the plant of the Algoma Panel Company at Algoma, Wis., from a considerable shipment of Circassian logs recently received. Mr. Clarke says that so far as he has been able to determine these are the first Circassian panels to reach the Chicago market since the war stopped Circassian log shipments.

Comment on the Vigilance Committee of the Advertising Clubs of the World

Editor Hardwood Record, Chicago, Ill.

Dear Sir:

Those who were privileged to hear Mr. Lee's brilliant address before the National Veneer & Panel Manufacturers' Association at Chicago were deeply impressed and are in thorough accord, in principle, with the proposition that: "Public confidence in advertised merchandise must be maintained."

Mr. Lee purposely avoided direct reference to the manner in which it is proposed to apply this principle to furniture, but there is a very grave menace to the plywood industry if the suggestions

already put forward are carried out. As I understand them, they are as follows:

1. To label all veneered pieces as "built-up."
2. To label no piece as "Genuine" unless it is completely made up of the wood in which it is finished.
3. To label pieces of "Solid" construction.
4. To label pieces made of woods stained in imitations of other woods "Imitation."

It is an undeniable fact that the public in general believe a piece of furniture which is "Solid" to be superior to one which is veneered. One can picture many instances of the exhibitions of the family heirlooms, and its owner proudly thumping it, saying "Solid Mahogany," whether it was or not. It is equally conceded that a well made veneered or plywood piece is at least equal and probably superior to the "Solid." Furthermore, a "Plywood" construction, with chestnut or poplar cores and poplar crossbanding, is at least equal if not superior to constructions which have the same core and crossbanding as the finish veneer. In fact, in some cases, as in Oak, such construction is vastly superior. Should anyone dispute this, there would hardly be any difference of opinion in the case of figured Gum. If, therefore, the protection of the public is the sole and only intention of the Vigilance Committee, they can in no case be practicing deception in labeling as "Genuine Mahogany" a piece of admittedly superior plywood construction, so long as the outside veneer is genuine mahogany. It may be argued that the public can and should be educated to the equality or superiority of laminated construction, but that is beside the point, and is interesting only from the advertiser's point of view. If, however, it is deemed desirable to indicate the construction of a piece of furniture, all labels or tags should prevent misleading conclusions by some such statement as follows:

A—This piece of furniture is either of solid or plywood construction, or a combination of both constructions, as indicated. In presenting this information to the intending purchaser it is not to be implied that one form of construction is superior to the other. As a matter of fact, both constructions have been in use for many centuries, and their quality depends upon the care and skill with which they are manufactured.

B—All pieces, whether solid or plywood, should be marked "Genuine," if the visible parts are of the lumber or veneer indicated, drawer bottoms and sides not being considered visible.

C—All pieces stained to imitate some other wood should be marked "Imitation."

From the expressions of many manufacturers the word "Built-up" is undesirable and unsatisfactory. There seems to be some difference of opinion as to whether "Veneered" or "Plywood" should be employed, but the latter is generally preferred. It is, in fact, a more truly descriptive name, and has already been generally adopted by the trade in this country, and has been in use abroad for many years. The United States Government, in all of its specifications and contracts, refers to such material as "Plywood," and in the writer's opinion it avoids the makeshift implication of "Built-up," and the flimsy inference of "Veneered."

I contend that an unexplained statement of fact may be quite as misleading as a misstatement or half-truth, and if the Vigilance Committee wishes truly to protect the buying public, it will do well to adopt some such course as above outlined.

Very truly yours,

(Signed) LAWRENCE OTTINGER.

Wemyss Sues Chicago Company

The Wemyss Furniture Company, of Evansville, Ind., has entered a suit in the superior court at that place against the W. A. Davis Lumber Company of Chicago, asking judgment for \$1,080 for alleged breach of contract. The complaint alleges that the Wemyss Company in October, 1921, ordered three carloads of lumber from the Davis Company and that the Chicago concern failed to deliver the lumber.



Est. 1867
Inc. 1904

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1/20" Red Oak (log run)	1 car
1/16" Red Oak (log run)	1/2 car
1/20" White Oak (log run)	1/2 car
1/16" White Oak (log run)	1/2 car
1/28" Walnut (half round)	1 car
1/28" Poplar cross banding	25M
1/8" Poplar (log run)	5 cars
1/8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

**Rotary Cut
Northern
Veneers**

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperage & Lumber Company
Chicago Offices: 812 Monadnock Block
GLADSTONE, MICH.

"CASCO"
for a
better product.



**For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL**

"CASCO" uniformity is assured because
we manufacture our own casein

THE CASEIN MANUFACTURING CO.

*Largest and Longest-Established Manufacturers
of Casein Products in America*

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Write for "CASCO" Red Book—
a manual on Veneers, Panel-
Making and Glue.
Samples of "CASCO" on request

(Continued from page 38)

tinness and nervousness which have characterized the last few markets. The sellers' markets of 1919 and January, 1920, with goods sold at "price prevailing" were unsatisfactory to both buyer and seller and provocative of a great deal of misunderstanding and disappointment. After the slump in business in the fall of 1920, when the sellers sought again to stimulate the Market, many "leaders" were offered in the lines and the buyers set about hunting out these "leaders"; and in many instances ignored some of the better quality offerings in the lines. Then, too, there were various rumors of efforts by combinations of buyers to "break the market," and rumors that sellers were altering prices during the sale, all of which made an uneasy and uncomfortable sale.

Today this is all done away with. The manufacturers are offering splendid values in well-balanced lines and the buyers are buying quality furniture, and, in the case of the older customers at the Market, largely from those firms with whom they have had long established business relations.

Tone of Market Is Fine

The most delightful thing about the present Market is the splendid tone of it, which we have not seen for several years. The whole industry is congratulating itself upon this tone and pledging itself to make it permanent in this Market.

In so many diversified lines, it is safe to say that there is nothing in the nature of design that is left out. Everything that the buyer's imagination can compass is offered to him. If there is one outstanding characteristic appearing in this Market, it is the careful attention which is being given by designers to the medium and lower grades of furniture in the matter of taste and design. Never has this division of the Market shown so much refinement of taste, such precision in adaptation of the period motifs. If this sale may be accepted as a standard, we predict that furniture in correct design and good taste will be, within the year, accessible to the man of modern means throughout the country, and that the home beautiful will no longer be restricted to the families of the rich.

The lessons of the wartime period and "the sellers' markets" have not been lost and the exposition floors are no longer cluttered up with a multitude of designs, spread like a net, in the hope of entangling the buyers. The designers seem to be surer of themselves, surer of their art and impressed with the obligation that is laid upon them to help the consumer to want what he should want. Fewer new designs are appearing in the lines; but in the main the lines bear evidence of careful thought, careful design and a gradual working toward a tone in the line which is eventually to become the individuality of that line.

In the matter of price, it seems to be the consensus of opinion among buyers that manufacturers are doing their part. I think that no one will question that the prices at the July, 1921, market had reached the bottom and that liquidation for the manufacturers was complete. In the present market it does not seem to us that there can be said to be an advance; but there is a firmness in the price named, a little stiffening along the line here and there, in response to the stiffening in material costs, and the realization that the early spring will probably see an activity on the part of employes for higher wages, which they have realized was inopportune during the period of unemployment through which the nation has been passing. This stiffening up and touching up of prices here and there is having a salutary effect, too, upon the buyers, who have always been willing to buy in a market which had a tendency to advance. Nowhere have we heard a suggestion that the prices are out of line with the qualities that are being offered.

Usual Shopping Shown

The first few days of the Market showed, as usual, a considerable amount of shopping and the nightly gathering of buyers in the Hotel Pantlind lobby to discuss the experiences of the day; but this preliminary shopping and exchange of confidences evidently was reassuring, because earnest buying began before the end of the week. It seems to be the rule each season that the older and larger buyers of the Market visit the local factories' show rooms



Two Coe Roller Veneer Dryers

in the plant of the Pearl City Veneer Co. at Jamestown, N. Y. The excellent quality of the panels produced in this plant speaks well for these dryers and their other Coe Machinery.

It is noted for:—Its satisfactory service; Its labor saving; The high quality of its product.

THE COE MANUFACTURING COMPANY

PAINESVILLE, OHIO, U. S. A.

We build all the machinery for a Veneer Mill

first and then the exposition building floors, and this practice seems to be followed this year; so that the exposition floors have not reported the number of buyers and the volume of business that some of the local factories have reported.

The Grand Rapids Market Association has done much to do away with the distinction between the factories' show rooms and the exhibitors in the exposition buildings, and this work is their crowning achievement. The advance literature which the Market Association sends out establishes in the dealer's mind the exposition buildings and the outside manufacturers so definitely and so clearly that they are identified with Grand Rapids as surely as are the factories located in the city.

One subject which everyone discusses more or less, but not as yet very seriously, is the question of trade designations for furniture made in part of a wood which is used to describe the piece as a whole; as, for example, the mahogany dresser which is not entirely of mahogany. The consideration of this question by the industry, eventually, was inevitable; but a certain bitter tang has been injected into it at the present time by the ill-mannered and corrupted activities of a professional irritant (acting in behalf of an undisclosed client), who has charged the whole furniture industry, through a series of circulars, with a conspiracy to defraud the public, because they have used in the designation of their product the terms which, by general custom and practice, have been universal in the furniture trade throughout the United States and have been followed by all the manufacturers and dealers engaged therein. That there may have been some actual instances of fraud is not improbable; but we know of no instance in which any manufacturer has deliberately perpetrated a fraud upon a dealer or has sold any goods with the design and purpose of placing in the hands of the dealer the means of perpetrating a fraud upon the consumer.

Vigilance Committee to Meet

However, the questions of how a case, constructed principally of mahogany or walnut and in part of other woods, shall be designated and the question of how veneers shall be designated, have been raised and are being discussed at this Market. The National Furniture Council has given consideration to this matter of trade designation at its Convention at Atlantic City, in December, 1921, and the Vigilance Committee of the Advertising Clubs of the World devoted a meeting to the subject at Cleveland, Ohio, recently. This Vigilance Committee is going to meet in Grand Rapids during the third week of the present Market, to get the views of manufacturers and dealers who are here at the time; and there is every reason to hope and believe that here and now is the time for this disturbing matter to be entirely settled.

So far as we can learn, the attitude of the dealers is one of entire confidence in the manufacturers. They are all aware of the situation, but they are equally aware of the multitude of problems that it presents to the manufacturer. There is no effort on their part to attempt to decide the matter in advance of the decision the manufacturers may arrive at, and so far we have yet to learn of an instance of a dealer undertaking to specify or order in other than the established trade terms of long standing.

In the woods used in this Market there is no substantial change—mahogany and walnut predominating as in the past, and with their usual combinations. Oak has not appeared in any quantity in the lines where it has not had place in the past; but there is a very considerable undertone of discussion concerning oak and its possibilities and it is a fair prediction that at the next market there will be some ventures in oak in the finest lines.

Concerning the Designs

There are some very interesting and attractive designs in combinations of redwood burls and maple burls, hare wood, bird's eye

(Continued on page 50)

YOU WILL not appreciate the Mengel grade and the Mengel service until you have tried "something just as good." *But will you not take our word for it?*

THE MENGEL COMPANY

INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

Value of the Jointer in Small Shops

As the smaller shops can only employ a limited number of machines, every tool installed must be selected with the greatest foresight. Larger concerns can afford to have special machines for every operation in the course of the use of tools that are adapted to only one operation or of manufacture. In fact, their large production compels class of work.

On the other hand, the limited production of the small manufacturer necessitates the use of a small number of machines which will give the same results. That is, making the same articles, only on a more limited production scale. To do this every machine must, in some degree, be adapted to other work besides that which it is primarily intended.

To illustrate this point reference might be made to one little shop that had only four machines to work with, and yet made the entire interior finish for a house. These tools were a mortiser, rip and cut-off saw and a planer. Perhaps the most useful of the lot was the jointer.

This tool is really indispensable to nearly all plants, large or small. In the larger plants its capacity for straight jointing work is sufficient to assure its necessity. While in the small shops its adaptability for many different operations makes it quite essential.

In the case above mentioned, the jointer, besides doing its regular work, was used to make all the casings, mouldings, tenons, stools, base, etc., in the house.

You often see the jointer used for making simple mouldings, in spite of the fact that a sticker may be at hand for this purpose. Where there are only a few feet of moulding to make, it can be done quite as quickly on the jointer as on the sticker, especially as the men are apt to be more familiar with the operation of the jointer. Another advantage it has over the sticker is in the matter of making rabbets. In this work the jointer makes a perfect rabbet without taking anything off the face, as is the case with the sticker. This rabbeting is done by first sawing the pieces on the rip saw, making the saw cut as deep and as wide as the rabbet is to be, and then finishing on the jointer.

By the aid of a specially constructed box, the jointer can be quickly made adaptable for fluting columns. When so equipped, the jointer will do excellent work, only a little short of results obtained on machines made especially for fluting work. In addition, small lots of pulley stiles, door jambs and many other things can be worked profitably on the jointer.

It must be remembered, however, that the jointer when fitted with round cylinders is not adapted to this wide range of work. Round cylinders equipped with thin, high-speed knives undoubtedly give the very best results possible when used for jointing purposes only. But where other work must be considered as part of the duty of this machine, it is better to use the four-slotted cylinder carrying four knives. The practical advantage of this head is that it is not necessary to take off the straight knives every

time different knives are put on. And knives may be used with two or more slots any distance apart; also, many knives may be used as close together as desired.

Hawke Attempts to Put the Furniture Buyer Wise

The latest reminder which the furniture industry has received that Attorney George S. Hawke is still alive and doing business at the same old stand is a pamphlet designated as "Bulletin No. 6." This bulletin was issued under the signature of the "National Furniture Association" and signed by Mr. Hawke, as "Acting Secretary." It is addressed to "buyers of retail furniture departments," and appears to be predicated upon the assumption that such buyers know little or nothing about the product they presume to buy and are likely to be victimized by the manufacturer of furniture if not instructed as to what to beware of. They are urged to acquaint themselves with "exactly what every part of a piece of furniture is made of before placing an order." Then, as evidence of how the unsophisticated buyer may be cheated, Mr. Hawke proceeds to quote the alleged yearly requirements of certain large furniture manufacturing establishments, showing that they buy large quantities of gum and birch and other woods, as well as walnut and mahogany. It is presumed from this that Mr. Hawke believes that the average buyer of furniture does not know gum and birch are used in the manufacture of furniture and that if he did know he would not buy furniture in which these two woods are used, but would insist on walnut and mahogany only.

Other portions of the pamphlet, evidently intended to reflect discredit upon the practice of using veneers, or at least on the employment of woods for core stock in panels different from the face of the panel, are too vague to permit of an attempt at extended analysis.

Mr. Hawke admonishes the buyer to "Remember, order your furniture finished light enough to show the beautiful grain of the wood in all exposed parts."

Members of the lumber and furniture industry who have read Mr. Hawke's effusion are amused at his attempts to instruct the retail furniture buyer, as it has always been supposed that the buyer knew almost as much about furniture as the manufacturer, and that he could tell the difference between the various woods, and was familiar with construction methods. It has never been supposed that the buyer did not generally know just what he was getting. It is commonly understood that the need for better definitions for furniture, or better understanding of woods and methods of construction used, was primarily for the protection of the average ultimate consumer. The manufacturer's interest in the matter chiefly issues from a desire to protect the good name of his product from the dissatisfaction and suspicion that results when a buyer has been imposed upon by a retail salesman. The calling of a piece of furniture "walnut" or "mahogany" that may only be finished or veneered in one of these woods, is more or less a trade habit and a convenience in transactions between manufacturer and buyer for retail establishments, and is not generally practiced for purposes of deception.

Furniture Exchange Elects Officers

Meeting at the Emery Hotel, the newly-elected directors of the Cincinnati Furniture Exchange elected the following officers for 1922: President, Fred Stille; vice-president, A. G. Steinman; second vice-president, Howard Scheid; treasurer, Henry Hagemann; secretary, H. B. Kemper.

The Dade City Veneer Mills has been incorporated at Dade City, Fla.

WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.

Q
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C
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Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."



"The Cabinet-wood Superlative."

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."

The "American Walnut Period."

Are You Duly Capitalizing It?

The fact that American Walnut is so firmly established in its supremacy as "The Cabinet-wood Superlative," is of great significance to alert manufacturers. The "up-and-comers" are making preparations to cash in on the "trend of the times," in growing measure. They must do so to keep pace with the sweep of American Walnut into universal public favor.

Of course, you are among this "lucky" number?

Due to American Walnut's superior characteristics the home-loving public now thinks in terms of Walnut. The steady and healthy demand for American Walnut furniture proves the truth of this assertion.

Our Walnut Brochure, de luxe, is filled with ideas and suggestions of interest and value to the trade. A request will bring it, with our compliments.

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION

ROOM 1024

616 SOUTH MICHIGAN BOULEVARD

CHICAGO, U. S. A.



PURCELL

Are You Interested in the Following Exceptional Values in High Grade Walnut?

1s & 2s, all 6' & 7' long . . .
..... 4/4, 5/4 & 6 4

1s & 2s, all 8' & 9' long . . .
..... 4/4, 5 4, 6 4 & 8/4

Selects . . . 4/4, 5 4, 6 4, 8/4

No. 1 Com. . . 3/8, 1 2, 5/8,
3/4, 4/4, 5 4, 6 4 & 8 4

No. 2 Common
..... 4/4, 5 4, 6 4 & 8/4

ALL STEAMED AND 10
MONTHS ON STICKS

**FRANK PURCELL
WALNUT LUMBER CO.**

*A Ranking Name in Walnut
for Many Years*

Mills and
Offices
Kansas
City,
Kansas

WALNUT

(Continued from page 47)

maple and some others of the less used cabinet woods. Panels of these less common woods are frequently seen and are being used very effectively in the better grades of furniture. This, too, is probably a result of the confidence of the dealers in the designers of the better lines, and will increasingly afford relief from the narrow range of color schemes which have been open to the decorators, while the public was clinging to the better known cabinet-woods. There does not seem to be enough of this as yet to warrant one in saying that it is a feature in the Market; but, judging from the lines that are employing it, it may certainly be characterized as a tendency, and if this furniture meets with a good reception we may look for much more of it in the July season. This handling of combinations of cabinet woods requires far more skilled taste than the handling of the reliable mahogany and walnut and it may very easily become bizarre and freakish in the hands of the unskillful or the novelty manufacturer. From what we have seen of it, however, it seems to have been taken up by sound designers in an earnest effort to extend their range of woods and colors and will probably have a thorough tryout before another season passes.

No one can write adequately of this Market at the present time; no one could write adequately of it if he should spend the entire market period here. It is too big for one person to cover and this is the reason perhaps that it satisfies the requirements of buyers from every part of the country and satisfies the expectations of the manufacturers from all parts of the country who have brought their lines here. Two million feet of floor space, covered with exhibits, is too large for anybody, but not too large for everybody, and everybody is making the most of the opportunity. The happy combination with this Exposition of the program which the National Retail Furniture Dealers' Association has arranged, is making the exposition a university for the furniture trade; and it is surprising to note the number of buyers who are giving one or more of the salesmen in their stores an opportunity to come to Grand Rapids to acquaint themselves with the lines and to familiarize themselves with the values, by comparison.

Optimism, and then more optimism, seems to be the spirit of the Market, and room, and then more room, is the demand of both exhibitors and buyers, and the whole industry is hopeful in the year 1922 of realizing the visions of the one and satisfying the demands of the other.

AMERICAN WALNUT

THROUGH sheer merit that exclusively American product has been acclaimed by the American public. After forty years exclusive walnut production, we feel that popular recognition to have placed on us a definite responsibility. Our heritage is a location in the heart of the best American walnut section on earth. Our obligation is to always so carefully manufacture that every whit of the wonderful beauty God grew in walnut trees will be preserved in our lumber. To the discriminating furniture and interior finish manufacturer, to whom we cater exclusively. Langton American Walnut lumber and dimension stock will long be the ideal.

LANGTON
LUMBER CO.
PEKIN, ILLINOIS



PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

TRADE MARK **183** (Reg. U. S. Pat. Off.)

Our progress has been made possible because the majority of the glue using trade was alive to the opportunity of PERKINS QUALITY and PERKINS SERVICE.

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and Gen. Offices: LANSDALE, PA.

Sales Office: SOUTH BEND, INDIANA

Geo. L. Waetjen & Co.

Plywood and Veneer

IN STOCK FOR IMMEDIATE SHIPMENT

BIRCH RED BIRCH
RED OAK WHITE OAK
YELLOW PINE
CYPRESS
QTD. SAWN WHITE OAK
QTD. SAWN RED OAK
MAHOGANY
QTD. FIG. RED GUM
SAP GUM
RED GUM
RED OAK 1/s, BIRCH 1/s
RED OAK 1/s, YEL. PINE 1/s
RED OAK 1/s, CYPRESS 1/s
WHITE OAK 1/s, BIRCH 1/s
YEL. PINE 1/s, BIRCH 1/s
FIR DOOR PANELS
FIR DRAWER BOTTOMS

for
**Wainscoting
One and Two
Panel Doors
and
Cabinet Work**

If It's
VENEERED
We Make It

also

A Complete Stock of Veneer

ARE YOU RECEIVING OUR LISTS?

110-120 REED STREET
MILWAUKEE WISCONSIN

(Continued from page 41)

normal and had it not been for winter months setting in business would be in a fair swing now.

Building, however, has to wait for the spring weather. An early spring is predicted. We are advised that over one billion dollars in building contracts are already in contractors' hands. Reports come that steel mills are beginning to operate in getting out materials.

This all points to an active building era very soon. This will mean more employment, more wages, more purchases, more furnishings, all making demand for furniture and plywood.

So I can see nothing but an active period ahead. We all hope and expect that some tangible results will come out of the Disarmament Congress. We are told it will mean over two billion of saving on war cost. This will reduce necessary taxes. The stoppage of war construction will release a big lot of skilled labor to other industries, easing up the present dearth of such and hold labor cost down.

Then our foreign trade increase will tend to keep wheels moving also.

As to plywood values: After the reconstruction finally boils down to something like normalcy, these values are bound to level out according to actual costs, and is a matter of correct merchandising.

In re 1922 supply and demand. From all we can gather, the log supply is none too good. The manufacturers are not any too well supplied, and any perceptible increase in demand will make inroads on present supply that will cause a shortage. From present appearances there will hardly be an over-production during 1922.

Reports in furniture indicate that, on the whole, retail stocks are low and many warehouses empty. Furniture manufacturers' finished stocks are low. So with a general revival in the spring, I can see nothing but a prosperous season ahead.

A Correction

In the report of the annual meeting of the National Veneer & Panel Manufacturers' Association, carried in the December 25 issue of Hardwood Record it was stated that E. R. Morrison, who was elected third vice-president, was with the Pearl City Veneer Company. This was an error as Mr. Morrison is in no way connected with the Pearl City Veneer Company, but is treasurer of the Jamestown Panel Company, Inc., Jamestown, N. Y.



"Finest"

1903—1921

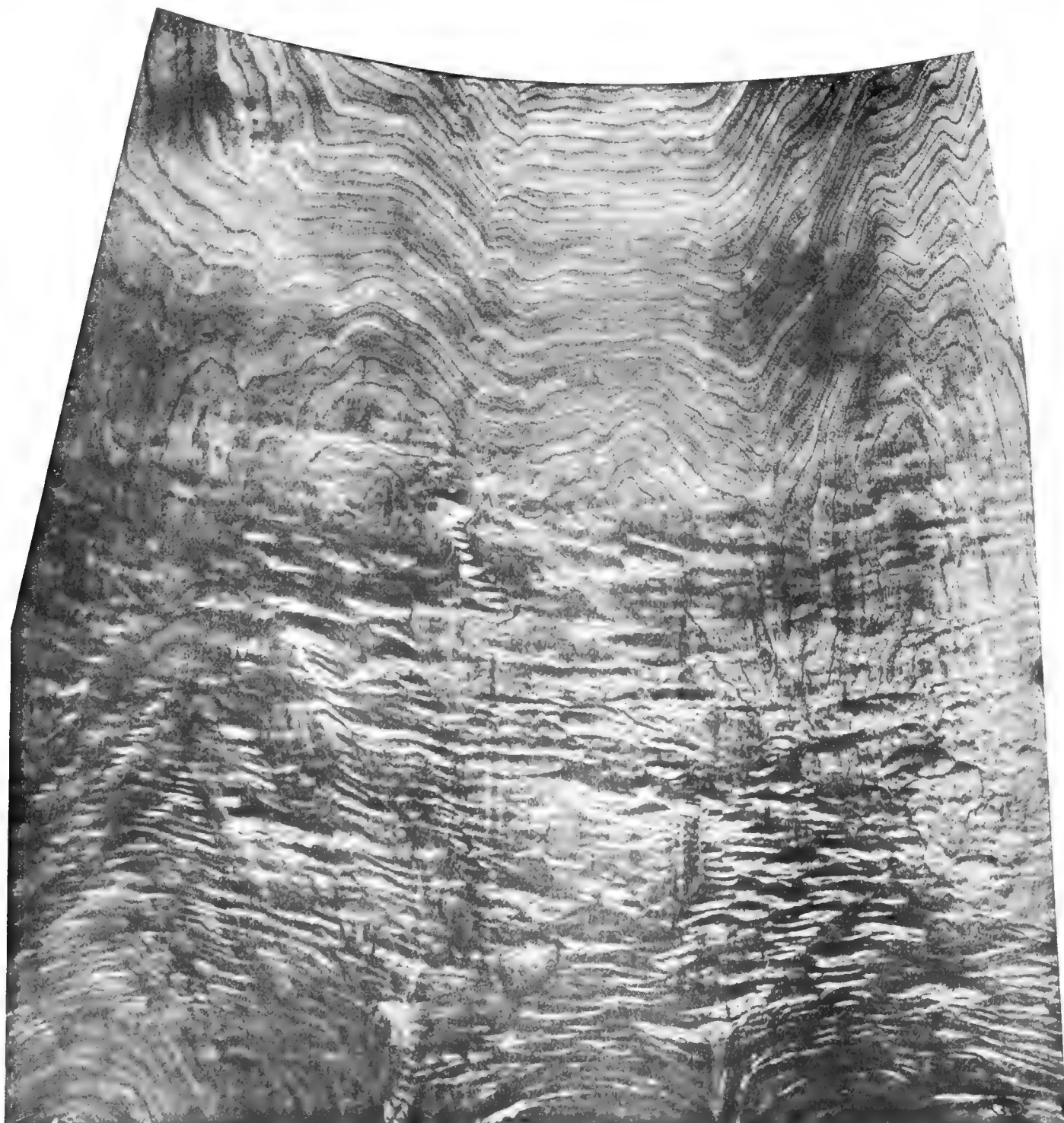
Plywood Makes Better Furniture

IT is built from carefully selected materials, in a factory equipped with the very latest machinery, where the best and most practical methods of construction are followed. Our men are trained by long experience for the performance of each operation and the utmost care is given to each and every detail of manufacture.

Your use of *"Finest"* Plywood better prepares you to satisfy your trade and will materially help sales by insuring customers not only better furniture, but furniture that is more beautiful in many ways.

Our product is right, service the best, and prices reasonable, so why not try us and see for yourself?

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN



AMERICAN WALNUT STUMP-WOOD

*Manufacturers of
Quartered Oak and Walnut
Veneers*



*Walnut Stumps and Longwood
Hardwood Lumber
All Thicknesses*

F. M. BACHMAN COMPANY
INDIANAPOLIS, INDIANA

president, while Watt Graham was appointed to succeed Mr. Hargrave as the club's representative in the Industrial Division of the Chamber of Commerce.

EVANSVILLE

Fire a few nights ago destroyed the sawmill and washing machine factory of Herman Von Matre at Westwood, Ind., the loss being estimated at about \$15,000. The fire originated in the varnish department. While the owner carried little insurance, it is expected that he will start plans in a short time to rebuild.

Daniel Wertz, head of the Maley & Wertz Lumber Company of this city, has been reappointed as a member of the city school board for a term of four years. Mr. Wertz has held the position for the past several years and his services to the school corporation of the city has been most valuable.

John W. Cunningham has become manager of the W. M. Simpson Lumber Company at Vincennes, Ind., having taken the place made vacant by the recent resignation of John M. Simpson, who has become auditor of the number of yards in southern Indiana belonging to the Simpson company.

Gus E. Bauman of the Maley & Wertz Lumber Company, who recently returned from a business trip to Memphis, Tenn., and the South, says that trade conditions in that section are bound to look up during the next three months, and that he expected to see 1922 bring in a larger volume of business for the lumber manufacturers of the central west than the past year. He says that a much better feeling pervades the trade now than a year ago at this time.

LOUISVILLE

The Star Wood Products Co. of Louisville has filed amended articles increasing its capital stock from \$50,000 to \$75,000.

The Holly Ridge Lumber Co. has rejoined the Hardwood Club of Louisville, effective January 1, and was represented at a meeting on January 3, the concern having been out of the club for a year or more.

The old title of the Alfred Struck Co. is to be retained, but the capital has been reduced from \$300,000 to \$30,000, the idea being to keep the old company title alive, although it will not be actively used.

A report from Covington, Ky., states that the planer of Frank G. Hehman has been destroyed by fire.

The Paducah Mill & Lumber Co., Paducah, Ky., suffered a loss of about \$20,000 when a warehouse full of cigar box lumber burned on December 31. The mill and yards, valued at \$250,000, were saved by the wind veering. Fire protection was poor due to lack of water, the plant being outside of the city.

Bond Brothers, Louisville, tie jobbers and producers, have purchased property here, and plan a lumber and tie creosoting plant. There are eighty-seven acres in the tract purchased, on the Ohio River south of Louisville, within switching limits.

In connection with the Anderson interests recently taking over the Alfred Struck Co., Louisville, which has been changed to the Anderson Mfg. Co., notice of ownership was filed with the county clerk a few days ago, showing that the business is owned by Olof Anderson, Olof Anderson, Jr., Charles Anderson and R. B. Schiewer. The Anderson interests were operating a planer, and were formerly prominent sawmill and veneer mill operators.

NEW ORLEANS

The year 1922 will be a first-rate hardwood year, according to leading manufacturers of the extreme South and Southwest, who are making plans to speed up production to the limit and thus prepare themselves for what they believe will be a rushing business by early next spring.

Among the larger mills "swinging into action" is that of the Bomer-Blanks Lumber Company, Blanks, La., which started the first of the year. The mill closed down last June because of the business depression. While down the plant underwent very extensive repairs and its capacity was increased from 35,000 to 65,000 feet per day. The plant, as started up a few days ago, is practically a new one. A. N. Smith, sales manager for the company, in New Orleans a few days ago, stated that the mill will be run to the limit of its capacity on the theory that the hardwood market by next spring is going to be demanding practically all the lumber it can obtain, and that the manufacturers will do well to make preparations accordingly.

Two heavy fires of interest to the hardwood trade have occurred at Pine Bluff, Ark., within the past week or so. Fire of unknown origin destroyed the lumber yard of the Arkansas Land & Development Company. The loss was placed at \$10,000, and it was only partially covered by insurance. A large stock of ash timber was consumed in the conflagration. The Peres & McGlone Spoke Company also lost three dry kilns, two lumber sheds and the bedding plant by fire. The three dry kilns were filled with approximately half a million hickory billets. The loss was estimated at \$50,000 and was partially covered by insurance.

TORONTO

The C. B. Williams Company, Ltd., Toronto, was recently granted a provincial charter with a capital stock of \$40,000, succeeding the C. B.

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

Seasonal Contraction Not Yet in Evidence

Building should normally fall off at this time. Its continuance argues well for the future. For complete advice and information see current Bulletin M, free copy of which will be sent upon request. Write today.

The Brookmire Economic Service, Inc.

25 West 45th Street, New York City

"The Original System of Forecasting from

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.
SAW AND PLANING MILLS AT SULLIGENT, ALA.

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M 70M 200M
4/4..No. 2 & Bet. 6/4..No. 2 & Bet. 6/4..No. 3 Com.
SEND US YOUR INQUIRIES

Williams Company, which was established in 1883 by C. B. Williams in Toronto. Mr. Williams died about three years ago. The officers of the new organization are: President, Marie Williams; vice-president, Thomas W. Gearing; secretary-treasurer, Gordon T. Williams. The C. B. Williams Company have a well equipped plant on St. Albans street, Toronto.

James Robinson, ex-M. P., has incorporated his extensive lumbering business on the Miramichie River into a joint stock company which will be known as "The Robinson Company, Limited." The organization is authorized to carry on a general lumber, milling and mercantile business, with head office at Newcastle, N. B. Weldon Robinson of Detroit, is one of the incorporators.

C. P. CROSBY

Manufacturer and Wholesaler

Wisconsin Hardwood Lumber

RHINELANDER, WISCONSIN

BIRCH		HARD MAPLE	
1" No. 1 Common	100,000'	1" FAS & Sel.	20,000'
1" No. 1 Com. & Btr.	50,000'	5/4" Log Run	35,000'
5/4" No. 1 Com. & Btr.	100,000'	6/4" No. 1 & Btr.	25,000'
5/4" FAS	25,000'	8/4", 10/4", 12/4" Maple Hearts	
6/4" FAS	25,000'	3x6, 3x4, 4x6, 6x6, 6x8	
6/4" No. 1 & Btr.	25,000'	ROCK ELM	
8/4" FAS	30,000'	1" No. 2 & Btr.	25,000'
SELECTED RED		5/4" No. 2 & Btr.	25,000'
4/4" to 8/4"	1 car	6/4" No. 2 & Btr.	35,000'
BROWN ASH		8/4" Log Run	40,000'
4/4" No. 2 Com. & Btr.	1 car	8/4" No. 1 Com. & Btr.	20,000'
5/4" No. 1 Com. & Btr.	1 car		

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

Buskirk-Heyser Lumber Co.

High Grade, Soft Texture

West Va. and Southern

Hardwoods

MIXED CARS OF ANY KIND, GRADE OR
THICKNESS FROM OUR

Distributing Yards: CINCINNATI, OHIO

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

4/4" No. 2 & Better	12 months dry
5/4" No. 2 & Better	12 months dry
6/4" No. 2 & Better, largely No. 1	12 months dry
8/4" No. 1 & Better	8 months dry
10/4" No. 1 & Better	12 months dry
12/4" No. 1 & Better	6 months dry
4/4" No. 3	12 months dry
6/4" No. 3	10 months dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

S. J. Staniforth, Canadian manager of the Fassett Lumber Company, Fassett, Quebec, and E. A. Edgecombe of Philadelphia, one of the directors of the organization, were in Toronto on business a few days ago. While in the city they sold their cut of birch for the past season to Edward Clark & Sons, Toronto. It is understood that the purchase covers 2,000,000 feet.

A federal charter has been granted the Laid-Belton Lumber Co., with headquarters at Sarnia, Ont., with a capital stock of \$200,000. The company has been organized to take over the assets of the partnership carried on by Walter C. Laidlaw, George H. Belton, Chester H. Belton and Robert Laidlaw, under the name of the R. Laidlaw Lumber Company in Sarnia. The incorporators are George H. Belton, of Sarnia; Robert Laidlaw, R. A. Laidlaw and Walter C. Laidlaw, of Toronto.

Dominion Wood Specialties is the name of a new company which has been granted a charter by the Dominion Government. The head office is to be at Montreal and the company will deal in lumber, wood and wood products. The capital stock is placed at \$50,000 and the incorporators are John F. Forman, Ernest Lindelius, Montreal, and Charles A. Ancrum of Westmount.

W. J. MacBeth, a widely known Ontario lumberman, died at the home of his son in Toronto a few days ago, from pneumonia. The deceased, who was sixty-four years of age, had been connected with a number of lumber firms in Ontario, but of late years has been engaged in the wholesale lumber trade on his own account in Toronto. He was at one time sales manager of the J. D. Shier Lumber Company, of Bracebridge, Ont.

The Hardwood Market

CHICAGO

Trading in hardwoods on the Chicago market during the fortnight since Christmas has been moderate, due to the usual slowness with which the market rallies from the holiday slump. There is generally very little buying by the consumers of hardwoods until some two weeks following the first of the year. But a very satisfactory number of inquiries is coming in from furniture, sash and door manufacturers, the music, lamp and moulding trades. The sellers are confident of the rapid resumption of buying and believe that following the January furniture markets the furniture industry will get into the market in a big way.

BUFFALO

The hardwood demand has not been showing much activity so far this year, but wholesalers expect some improvement to take place before the month is out. The usual tapering off in orders occurred late in December and it is not yet over. The outlook for business this year is considered a good deal brighter than a year ago and prices in hardwoods are on a more stable basis. Mills and wholesalers have cut their prices to a large extent and this has encouraged buying. Furniture plants, automobile factories and other industries are expecting good business this year as the result of cuts in prices.

The freight rate question is one that remains to be settled and it is no doubt holding up some business. Buyers are looking for a cut in rates to take place in the near future and they say they will not buy in any large way until this happens. Every lumberman is desirous of seeing lower rates in effect, and if it should occur soon it would be of much advantage, especially to sellers of lumber from distant sections.

PHILADELPHIA

The holiday season brought with it the attendant lull in the hardwood market, with the exception of some export business which was not affected. Stock taking had its effect aside from the seasonal lull to make the market inert. On the whole uppers were very firm and some slight advance was reported on high grade flooring.

While nothing like real business is in sight, January will bring its share of replacement orders, particularly from the smaller cities of Pennsylvania, to follow the depletion of the yards prior to stock taking. No great volume, however, is expected. New Jersey continues to buy moderately and the new year will undoubtedly find a more ready market in the industrial. The general consensus of opinion among Philadelphia dealers is that no material change in the market will be forthcoming until spring.

BOSTON

A considerable inquiry for future shipment is the encouraging feature of the market. Some of this inquiry is from customers who desire to contract for future delivery on present price, but most of the inquiry is of a sort generally more satisfying to the wholesalers. There is no doubt that many retailers here are round to the view that prices are going to go up ere long. The fact is that there has not been much replacement in the stocks of retailers from which much has been sold, so the day is to come when all will want to buy and prices will go soaring. The local market just now is really quiet. This is always the fact of all other as well as of

hardwoods here at this time of year. Inventories claim the consumers' attention and many salesmen relax. But the tone of the market is very steady for firsts and seconds. There is strength also in No. 1 common. Prices are the same as they have been the last fortnight or two. There is practically no concession-offering to induce trade. While it cannot really be said at this writing that trade along any line is much if any improved, demand has not fallen off this fortnight, and quite a little business is passing, although often in a small-order way, in stock for the furniture makers, piano people and hardwood yards. But in the other lines of consumption here just now chair making, auto body, agricultural implement, etc., trade is just now very dull indeed. But wholesalers all look upon this as temporary and predict that 1922 will be a fine year here in the hardwoods trade.

BALTIMORE

The old year ended, as was to have been expected, with the hardwood business in a state of pronounced quiet, many of the buyers having for several weeks held down with regard to the placing of orders. But this indisposition to enter into new commitments is to be regarded as without special significance, being an attitude always maintained at the termination of a twelve-months' period and the beginning of a new one, and was not allowed to weaken the general situation in any degree. Holders of stocks refused to make concessions, realizing very well that this would not result in an increase of orders and would mean merely cutting down the returns. It is also to be said that the advent of the holidays, with their temporary suspension of activities, appreciably narrowed the requirements in the way of lumber and enabled the buyers to defer entering into new commitments, which they were eager enough to do as a means of limiting their obligations at a time when attention was centered upon other matters. The belief prevails, however, that with the new year once fairly well started, hesitancy to place orders will be changed to readiness to make provision for actual needs, and that the movement will be all the broader for having suffered a delay.

COLUMBUS

The hardwood trade in central Ohio territory is ruling firm in all respects. While buying was slow during the holiday period, when inventories were taken, still prices were well maintained and there was no cutting to force trade. The tone of the market is generally satisfactory, and prospects for the future are believed to be good.

Retail stocks are not large and as a result buying on the part of dealers is expected towards the latter part of January. While business is not expected to boom, a steady run of orders is anticipated. Factories making boxes, implements, furniture and pianos are expecting good business in 1922. Some demand from railroads is also expected in the near future. Shipments are coming out promptly from most sections. There is a growing scarcity of the better grades, and this has the effect of switching the demand to the medium and lower grades.

Quartered and plain oak are both firm and are moving freely. There is a fair demand for both chestnut and poplar. Basswood is in good demand and box factories are buying rather actively. Other varieties are showing some strength.

CINCINNATI

The volume of orders and inquiries has shown considerable improvement since Christmas and everything indicates that the hardwood market is gradually working into shape. Some traders said that business with them between Christmas and New Year's was better than they anticipated, and for that reason the trade is optimistic over the outlook for the future. Prices are holding firm and upper grades are not as plentiful as they were two months ago. Furniture manufacturers are looking on the bright side of the trade picture and believe that their business will be greatly stimulated by the furniture markets that will be given in various cities early in the spring. At this time the furniture manufacturers nor any of the other wood consuming industries are buying to any great extent. Many of them at present are operating on a hand-to-mouth basis, but this practice will not be long continued. Retail stocks are not large in any section and in many cases are badly broken. Dealers as a result are expected to be good customers. Dry stocks in hardwoods, especially the higher grades, are short and this is causing stability in quotations. Exporters say that indications point to them enjoying a fairly good volume of business in January. Many of them already are filling orders, but of no large consequence. Inquiries are being received for lumber for shipment during February, March and April, but there is comparatively little disposition to accept these former engagements beyond February. Most of the inquiries coming in at this time are for inventory purposes. Several prominent lumbermen said that the hardwood business for 1921 was the poorest in fifteen years. They contend that the temporary spurt in the fall helped the trade, but did not last long enough for the dealers to get even.

INDIANAPOLIS

While the retail trade is suffering from the usual mid-winter seasonal slump, the industrial situation is a little brighter. The brightness is not

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **MR** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

We Offer Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and to offer kiln drying service of proven efficiency for handling either green or dry lumber. This service is based on the same conservative care which has always characterized our every department from the log to the finished product.

We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

*Try Stimson at Owensboro
the next time*

J. V. Stimson & Co.
OWENSBORO, KENTUCKY

SPECIALS

Attractively Priced for Prompt Shipment

4/4 Log Run Hackberry.....	50,000
6/4 No. 1 Com. & Btr. Hackberry.....	12,000
12/4 No. 1 Com. & Btr. Hackberry.....	13,000
6/4 Log Run Pecan.....	40,000
6/4 Log Run Hickory.....	22,000
4/4 Softwood Boxing.....	70,000
5/8 Softwood Boxing.....	50,000
5/8 Log Run Sycamore.....	70,000
5/8 Log Run Elm.....	50,000
4/4 Log Run Elm.....	150,000
6/4 Log Run Elm.....	25,000
8/4 Log Run Elm.....	50,000
10/4 Log Run Elm.....	40,000
12/4 Log Run Elm.....	30,000
5/8 Log Run Sap Gum.....	180,000
10/4 No. 1 Com. & Btr. Ash.....	70,000
12/4 No. 1 Com. & Btr. Ash.....	60,000

This lumber is all dry, band sawed, edged and trimmed and can be shipped promptly

We specialize in

**KRAETZER CURED GUM
5/8 LUMBER**

Write for Complete List with Prices.

North Vernon Lumber Mills
NORTH VERNON, INDIANA

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"

Maple, Birch, Basswood, Elm, Beech



The sign to follow
for Maple Flooring

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

such as to dazzle the eyes, but there is a gradual increase to be noted in business and industrial conditions that is being reflected in more production on the part of some of the plants. The volume of production is growing slowly, but it might be termed a steady growth. Certainly nothing of the mushroom variety. The furniture factories are among the biggest producers. There are many inquiries and orders being received at the plants, due to a rather large holiday trade. Many of the plants are in the midst of the regular inventory period, but few of them have closed down for the period as was the case last year with many. It is believed that those closing down will re-open immediately. The sash and door and interior finish mills are just beginning to see a decline in demand due to the season, but most of them are planning to operate most of the winter with curtailed forces. Various grades of oak, gum and mahogany appear to be most in demand, according to distributors. Prices are firm and little change is expected. Many inquiries are being received from the retail yards and much actual buying is expected this month after the dealers get straightened around on the new year.

EVANSVILLE

The hardwood lumber manufacturers of southern Indiana report that trade during the past three or four weeks has been rather dull. The manufacturers were busy during the last half of December and the early part of January taking their inventories, and they are now getting ready for the new year and are planning to go after business. A few orders and inquiries came in during the month of December, but taken as a whole the month was dull. Manufacturers had looked for this slump in business and now they are looking forward to the new year with a great deal of hope and optimism. Collections have held their own very well, and the general business conditions are much better than they were at this time this year. Most of the hardwood mills in this section are either being operated on part time or are closed down altogether. Owing to the rains and floods in the logging districts of the South and along the Green river valley in western Kentucky, few logs have been coming in during the past month and log prices are reported rather high. Lumber prices are holding up well and in many instances stocks are running low. With the improvement in trade with the furniture manufacturers that is looked for within a short time, it is expected the furniture men will be in the market for a more liberal supply of lumber. During October the local furniture plants bought lumber in considerable quantities, but during November and December this part of the trade fell off a great deal.

MEMPHIS

Business in southern hardwoods is not particularly brisk at the moment. Consuming interests are so busy taking inventories and getting their books closed for the old year that they are placing comparatively few orders. However, inquiries are coming forward in satisfactory volume from both domestic and foreign sources and it is quite generally felt that there will be a good demand for lumber by the middle of the current month. Prices are firmly maintained. Stocks are badly broken in the better grades of practically all items and the only accumulation that is noted is in Nos. 2 and 3 common, which have been moving very slowly during the past few months of reviving business in firsts and seconds and No. 1 common, largely because of virtually prohibitive transportation costs.

Practically all members of the trade here are agreed that the first six months of 1922 will be a period of active demand and advancing prices. This view is based on the unparalleled activity in the building industry and the splendid position occupied by the furniture trade as a result of the many new homes being built in all parts of the United States, as well as on the well-known shortage of hardwood lumber and the almost insuperable handicaps in the way of production for the next few months.

It is anticipated that the railroads, with their improved financial position, will enter the market in a larger way during this period and that the increased purchasing power of the agricultural element of the population will be reflected in greater activity in buying from that fruitful source. The better international political situation and the somewhat improved position of foreign exchange are counted upon to stimulate business with Europe and to bring larger orders from that source. It is generally conceded that consuming and distributing interests in the United States are carrying very limited stocks as compared with normal and it is felt that, with general business and industrial conditions improving, efforts will be made to build up yard and plant stocks to more nearly normal proportions.

From a production standpoint, there is little of an encouraging character to be said. The quantity of logs available for the mills generally represents but a small percentage of normal. This does not apply to those plants where the management controls its own logging road and where logs are transported but short distances. It does apply, however, with remarkable force to mills which have to transport their logs for long distances over public carriers at present prohibitive freight rates. The Valley Log Loading Company, which loads the bulk of the timber handled over the Yazoo & Mississippi Valley railroad, reports that it is not operating at more than 33 1/4 per cent of normal at the beginning of the new year. This represents a fair gain over the showing of the late summer and fall of 1921 but it is a long cry from 33 1/4 per cent to 100 per cent. Very few logs are being prepared for shipment now and it is emphasized that efforts to bring out

fresh timber during the late winter and early spring are likely to meet with indifferent success. Rain and flood conditions are likely to be encountered during this period, especially if anything like normal prevails, which will interfere with the work of established crews.

It is conceded that production is smaller than was ever known at this time, with the probable exception of a year ago. In the meantime, stocks are badly broken and offerings of No. 1 common and better are light in virtually all items. Production during the past several months, even though larger than for the year preceding, has not kept pace with shipments, with the result that stocks are still on the decrease. There is an accumulation of low grade lumber but consuming interests requiring No. 1 common and better are likely to encounter considerable difficulty in securing their requirements during the next few months.

LOUISVILLE

Inquiries for hardwood continue fairly active and bear the earmarks of being bona fide, and not merely for figuring inventories. In December demand slowed down rapidly, but with business fairly active, demand is expected to come right back, as general business this year is far more active than it was at the beginning of the 1921 period. Prices are firm and showing no inclination to change. Ash is low in price and considered a good buy, as any heavy buying of the auto manufacturers would chase it up several points. However, jobbers are not stocking much lumber, not having ready cash available for buying and carrying, and industrial concerns have been buying in hand to mouth lots until after inventory at least. It is believed that buying will continue on small lot basis until something definite is done in the matter of freight rates.

NEW ORLEANS

The hardwood market for the extreme South suffered the usual seasonal quietness and inactivity during the fortnight just closed. The wheels of the manufacturing industry were stayed for a goodly portion of the Yuletide, inquiries fell off, demand was rather inactive and the hardwood industry, in all its various phases, not unlike everything else, "took its holiday vacation."

As southern hardwood men returned to their plants and wholesale and retail offices the first of the year, however, they met with conditions that all agree are changing, gradually, but nevertheless steadily and inevitably, for the general improvement of the industry. So that it is not without a considerable degree of well-substantiated optimism that the hardwood men of the extreme South greet the New Year.

During the past two weeks prices have remained tenaciously firm, with a slight tendency toward the ascent, especially on the uppers, the stocks of which at both the manufacturing plants and at the wholesale yards is both scarce and badly broken. Nor have the prices of the lower grades shown any tendency to continue their downward trend. This was definitely checked several weeks ago and the tendency with the lower grades, as well as with the uppers, is to move up in price.

The Yuletide, it seems, did not affect the export trade quite so acutely as it did the domestic consumption; for, whereas, the latter literally went dead for a week or so, the former at least held its own, if it did not actually increase slightly. Among countries taking considerable quantities of the better grades at the present writing are Spain, Italy, other Mediterranean countries, Cuba and the Argentine.

TORONTO

Although at the moment of writing the hardwood market is seasonably quiet, with purchases having fallen off, owing to woodworking establishments having deferred buying until stock-taking operations are over, the year is closing with a confident outlook for good business shortly after the New Year opens. The present dull period is in some measure accounted for by the general practice of woodworking plants of having as low stocks as possible at the end of the year in order to make as good an inventory showing as possible. During the next two or three weeks most plants will be busy stock-taking, which, for the lumbermen, means little selling. As each week goes by the outlook improves. This is reflected in the fact that considerable blocks of stock have been changing hands recently, one leading wholesaler purchasing over 2,000,000 feet of birch, No. 2 and better, during the past two weeks. Another dealer bought over 1,000,000 feet and several smaller sales have taken place. This is taken to indicate that the wholesale trade is gaining confidence so far as the future is concerned. Certain it is that after a considerable period of hesitation things are showing signs of moving in the right direction. Several hardwood firms, which have a considerable quantity of firsts and seconds, and selects and No. 1 common on hand, are holding on to their stocks until the prices they ask are forthcoming. There is a confident feeling that there will be no further decrease in price and that the pendulum will shortly begin to swing the other way. It is predicted that with anything like normal buying there will be a shortage in both domestic and imported hardwoods, and particularly so, in view of the decreased operations of the past season and the limited logging activities being carried on this winter. Whether the demand will get back to normal during the next few months is a matter for speculation; but in the meantime there are favorable signs, as indicated by the fact that requisitions are coming in from all sides, asking for bids on various quantities and grades.

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL
A SUBURB OF KNOXVILLE
FONDE, KY., & DUFF, TENN.

DELTA HARDWOODS

WHILE THE OTHER FELLOW
HESITATES, YOU MAY GUARANTEE
THE QUALITY OF YOUR HARD-
WOOD LUMBER SUPPLY BY GET-
TING IN TOUCH WITH OUR SALES
DEPARTMENT. OUR OPERATIONS
ARE BACKED UP BY AN EXPERI-
ENCED PERSONNEL WITH QUALITY
AS ITS WATCHWORD. BUY NOW
AND SETTLE THE QUESTION OF
YOUR SUPPLY OF RAW MATERIALS
WHILE YOU CAN GET THE BEST.

DON'T WAIT! ACT TODAY!

QUALITY
AND
STABILITY

Double Band Mills
|| Arkansas City, Ark.

The
BREECE
Manufacturing Co.
Portsmouth, Ohio

End Checking of Glued Up Stock—Cause and Remedy

(Continued from page 24)

in the final sampling for moisture content when the lumber is intended for the class of product stated.

The moisture percentage must be computed from careful weighings on accurate scales (metric preferred for ready figuring). Scales which have percentage tables with indicators attached to same for finding percentages without figuring, can not apply, and should not be used, excepting as scales. The tables show percentages only as related to the first or wet weight, and not as related to the dry weight, and therefore are misleading, unless this fact is fully understood and allowed for. There are no short cuts, and the calculations are really very simple. Weigh carefully, then oven dry carefully and subtract the oven dry weight from the first or wet weight. Multiply the difference by 100 and divide by the oven dry weight.

Now, oven dry weight means so dry that no more moisture is given up, and the weight remains stationary, no matter how long the wood is continued in the oven. With sample strips $\frac{3}{8}$ " thick and with proper oven temperature, 24 hours in the oven is just about right. Less time is not safe. The oven temperature should be between 175° and 200°, no less and no more. Live steam heater coils are best for the oven. Electric heaters, unless thermostatically controlled are not desirable. Unless samples are carefully weighed and as carefully dried, the results will be misleading.

Samples must be weighed as soon as cut, if accuracy is expected, and the scale should be right at the saw for that purpose, but if this is not possible and the samples must be carried to the scale at all, then same should be carried in a tin box, shielded from air currents. This injunction also applies, but with greater emphasis, to the weighing of samples taken from the oven. By all means carry the scale to the oven rather than the hot samples from the oven to the scale. It makes a difference.

Adopt a System

Rigid adherence to a well-defined operating system around the kiln, and clearly placed responsibility alone, will insure best results. Let the operator report in writing on a suitable form, the test results of final moisture found in each of a number of samples, belonging to a kiln charge, and then decide, upon due consideration of the lumber and its intended use, whether it is or is not ready for removal from the kiln. This decision may be somewhat influenced by the condition of the dry shed, and the probable length of time which the lumber may have to remain there before going to the cut-up saw.

And this brings us to the dry shed or tempering shed. Noah Webster, had he seen the many so-called "dry" sheds which pass under this name, would have defined it as an enclosed space (more or less enclosed), into which lumber is placed after kiln drying, to keep it dry, but in which frequently the reverse takes place.

A dry shed or tempering shed must be reasonably air-tight, shutting out outdoor atmosphere as much as possible, and it must be heated to that temperature which will reduce the existing atmospheric humidity which may leak into it to a point slightly below that which is in balance with the moisture content to which the lumber has been kiln dried and which it is desired to hold the lumber at.

If this means anything, it means that it is necessary to know and watch the relative humidity of the dry shed, and that a good hygrometer is just as important an instrument in the dry shed as it is in the kiln, and in fact more so.

Humidity Is the Important Element

In the dry storage shed humidity is all-important, and temperature is of secondary consideration and is used only as a means of regulating the humidity of the air surrounding the lumber. If high humidity was necessary in the kiln drying of the lumber, so low humidity is necessary in keeping the dry lumber in its dry state.

The letter states that the lumber is placed into the storage shed for a period of two or three days, for tempering. This is a shop expression, meaning equalization of moisture between the center and

surface of the boards, and more important, gradual release of the stresses set up in drying. It is necessary to point out that three days are not anywhere near enough to accomplish either purpose, especially at the lower temperatures generally obtaining in these dry sheds. By far better results can be obtained from a short period steaming with high pressure steam about 24 hours before the lumber is ready to come from the kiln. Such steaming will not put any moisture into the surface of the lumber which can not be removed in 24 hours' drying, but it will thoroughly relieve the surface stresses gradually set up in drying, as can be readily determined by the simple casehardening tests recommended by Tiemann.

If several lots of lumber of varying state of dryness are simultaneously stored in the same dry shed, then the lot having the least moisture content (if it is desired to hold it so), will control the necessary humidity condition, to retain the lumber moisture in equilibrium with the air moisture, and thus prevent reabsorption of moisture by the lumber from the air.

Moisture Balance Fundamentals

Experiments conducted by a number of competent investigators of the Forestry Department have disclosed the following facts about moisture balance between the air and wood near the temperature range usually obtaining in dry sheds (60° to 100°):

Relative humidity of the air surrounding lumber	Counter balanced moisture percent in lumber
10%	3 %
20%	4½ %
30%	6 %
40%	7¾ %
50%	9½ %
60%	11¼ %
70%	13 %
80%	17 %
90%	22½ %
100%	32 %

These figures are but approximate and they will vary with the species, but the same are an excellent guide for practical results.

Any lumber, therefore, which has been dried down to 3% and thereafter is exposed for several days to dry shed air which has a relative humidity of more than 10% will reabsorb moisture from the dry shed air, faster, the greater the air humidity, and vice versa.

If, for instance, the temperature of this shed atmosphere were at 60°, and the relative humidity of this air at 40%, as it could easily become on a rainy day, if doors were left open for some time, then this lumber would continue to absorb moisture from the air, until, if these conditions were sufficiently prolonged, it would contain 7½% moisture. Under these conditions, if it were desired to prevent any absorption, the air temperature would have to be increased from 60° to 103°, when the expanding air would cause the relative humidity to drop to 10% and absorption would cease, the lumber remaining at 3% moisture content.

Or, to quote another example, if the lumber with lowest moisture content in the dry shed were down to 5%, and it is desired to hold it so, when outdoor temperature is 60° and relative humidity is 35%, then the shed temperature must be increased to about 80°, in order to drop the relative humidity to 21½%, which will balance the moisture content of 5% in the wood.

Again referring to the subscriber's letter, quoted at the head of this article, it must be plainly seen from the foregoing that a 70° shed temperature alone can not sustain a 3% moisture content in the wood, unless accompanied by a relative humidity of but 10%, which is hardly to be expected when outdoor and indoor temperatures practically correspond, and there is no provision for artificial heat.

A relative humidity of but 10%, when the shed temperature is 70°,

could be only possible with an outdoor temperature of 35° and outdoor humidity of 30%. If, then, this outdoor air were heated to 70°, a 10% relative humidity would result.

The Conclusions

Summing up, we must conclude that our correspondent's trouble with glued-up stock may come from several causes, single or in combination, all explained in the preceding paragraphs, together with proper remedy. These are:

(a) Casehardening strains, not properly released after kiln drying by steaming. Drying perhaps too rapid, without attention to actual moisture content.

(b) Kiln drying not uniform. Certain portions of the piles which receive poor circulation do not dry as fast as the rest of the lumber, passing to shop unnoticed and unchallenged.

(c) Final moisture content of lumber not properly ascertained and considered before lumber is removed from kiln, since the letter states final humidity of kiln at 30%, which would hardly produce a 3% moisture condition in the lumber, because the 30% moisture condition of the air would balance a 6% moisture content in the lumber. Inner moisture of lumber too high for the purpose to which lumber is put. Too short a time in tempering shed.

(d) Reabsorption of moisture from the air after kiln drying, in the dry storage or tempering shed.

(e) Air too dry in shop and finishing rooms for the moisture actually in the wood when it has been manufactured, causing further drying on the shop floor.

Without closer investigation, at long distance, carefully considering the statements of the letter, the writer would advise investigation along the items, *a*, *c* and *e*, diagnosing the trouble as caused by casehardening strain, in combination with high internal moisture, the later drying out in the dry air condition of the shop floor, in which case the remedy would be: Drying to only 5% moisture content of the inner section of the board, plenty of samples before removal, enabling definite knowledge of the actual inner condition of the boards, longer time in dry storage, if possible, with right moisture condition there, and an increased humidity condition of the air in the work room, about 70° dry bulb and 53° wet bulb, which will equal 30%, and therefore will put a little moisture into the wood, but not too much before finishing, since 30% would correspond to about 6% moisture in the wood, after long exposure. However, careful investigation along items *b* and *d* possibly may also prove interesting and profitable.

Kiln Drying Course for Home Study

Since the announcement of the correspondence-study course kiln drying of lumber by the Extension Division of the University of Wisconsin less than two years ago, almost 400 persons have enrolled. This course has been developed through co-operation of the United States Forest Products Laboratory. Men from thirty-seven states of the Union and seven foreign countries have taken up this mail instruction to learn more about the art of operating dry kilns and the proper handling of lumber in general.

The distribution of the students according to states reflects fairly well the location of the lumbering and wood-using industries. The registration runs as follows: Indiana, 39; Wisconsin, 37; Michigan, 35; California, 23; Illinois, 19; New York, 18; Pennsylvania, 13; Missouri, 12; Washington, 12; Louisiana, 11; Kentucky, 10, and all other states, 109. The registration from foreign countries includes 16 from Canada, and one each from Mexico, Panama, Porto Rico, England, China and New Zealand.

This correspondence-study course is an outgrowth of the resident short courses which have proved so successful at the United States Forest Products Laboratory, located on the university campus. It was early recognized that much of the information on improved methods of kiln drying could be taught by mail. Many men who cannot avail themselves of the class instruction in kiln drying given at regular intervals at Madison enroll for the correspondence-study course and so obtain valuable information upon the latest developments in the seasoning of wood.

The course consists of ten assignments prepared in a systematic way, taking up the subjects from the structure of wood, its moisture content, shrinking and casehardening, on through a discussion of the various types of kilns, heat, humidity, circulation and the operation of kilns. Drying schedules for all of the more common kinds of wood are included.

The Extension Division of the University of Wisconsin, Madison, will gladly supply information on request.



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NO. 2 C. & BTR., 4/4", av. wdths. & lgths., 1 yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

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NO. 1 & BTR., 5/4, 4" & up, 6-16", yr. dry; NO. 1 & BTR., 8/4, 6" & up, 8-16", yr. dry. C. P. CROSBY, Rhinelander, Wis.

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NO. 2 C. & BTR., 10/4". S. P. COPPOCK & SONS LBR. CO., Fort Wayne, Ind.

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SEL. & BTR., 4/4, 5/4, 6/4", 20% 10" & up, 50% 14 & 16", dry, unselected; NO. 1 & BTR., unselected, 8/4", av. wdth., 50% 14 & 16", dry; NO. 1 & BTR., unselected, 10/4, 12/4, 16/4", av. wdth., good lgth., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

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NO. 1 C. & BTR., 4/4". S. P. COPPOCK & SONS LBR. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4", 13" & up, reg. lgths.; FAS, 4/4", 6-12", reg. lgths.; NO. 1 C. & SEL., 1/4, 5/4", reg. wdths. & lgths.; NO. 3 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

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NO. 1 SHOP & BTR. (old grading), 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

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NO. 3 C., 5/4, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 5/4, 8/4, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4, 6/4", 4" & up, 6-16", 12 mos. dry; NO. 3, 4/4", 4" & up, 4-16", yr. dry. C. P. CROSBY, Rhinelander, Wis.

LOG RUN, 4/4-12/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4, 10/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & BTR., 8/4, 10/4", reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 12/4", reg. wdths. & lgths., 10 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 & BTR., 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4". HARRY H. MAUS, So. Bend, Ind.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 12/4", reg. wdths. & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 & BTR., 12/4", av. wdths., good lgths., dry, northern. STRABLE LBR. & SALT CO., Saginaw, Mich.

ELM—ROCK

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Portsmouth, O.

NO. 2 & BTR., 8/4", 4" & up, 8-16", yr. dry; NO. 1 C., 4/4, 4" & up, 6-16", yr. dry. C. P. CROSBY, Rhinelander, Wis.

NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

NO. 1 C. & SEL., 1/2". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C., 4/4". HYDE LBR. CO., So. Bend, Ind.

FAS, 4/4", reg. wdths., good lgths., 6 mos. dry; NO. 1 C., NO. 2 C., both 4/4", reg. wdths., good lgths., 6 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C., 6/4". STILLIONS-MINGEA LBR. CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 5/4". C. B. COLBORN, Memphis, Tenn.

NO. 1 C. & SEL., 3/4, 8/4". DARNELL-LOVE LBR. CO., Leland, Miss.

FAS, 4/4, 8/4", reg. wdths., good lgths., 6 mos. dry; NO. 1 C., 4/4, 8/4", reg. wdths., good lgths., 6 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4"; NO. 1 C., SND., 4/4"; FAS, SND., 4/4, 6/4". STILLIONS-MINGEA LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/4, 8/4, 10/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 & 2 C., 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

BX. BDS., 4/4", 8-12"; FAS, qtd., 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C., pl., 4/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry; NO. 2 C. & BTR., pl., 6/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.

NO. 2, 5/4". C. B. COLBORN, Memphis, Tenn.

NO. 1 C. & SEL., 5/8, 4/4"; NO. 2 C., 4/4". DARNELL-LOVE LBR. CO., Leland, Miss.

LOG RUN, 5/4"; NO. 1 C. & BTR., qtd., 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3, 4/4"; FAS, 4/4". HYDE LBR. CO., So. Bend, Ind.

NO. 1 C., qtd., 4/4", reg. wdths., good lgths., 6 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn; NO. 1 & BTR., qtd., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths.;

HARDWOODS FOR SALE

FAS, 5/4, 6/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. black, 4/4", reg. wdths. & lgths., 8 mos. dry; FAS, qtd., S. & R., 6/4, 8/4", reg. wdths. & lgths., 8 mos. dry; NO. 2 C., pl. & qtd., R., 4/4, 5/4", reg. wdths. & lgths., 8 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

BOX BDS., 4/4"x13" & up. S. P. COPPOCK & SONS LBR. CO., Fort Wayne, Ind.

LOG RUN, tupelo, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., qtd., 5/4-12/4", good wdths., 40% & btr., 14 & 16' long. H. A. HOOVER, South Bend, Ind.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

HACKBERRY

LOG RUN, 5/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

HICKORY

LOG RUN, 6/4, 8/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

LOG RUN, pecan, 6/4, 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry; MILL RUN, pecan, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. THE BREECE MFG. CO., Portsmouth, O.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 12 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 8/4", good wdths. & lgths., 2 yrs. dry. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

FAS, NO. 1 C., NO. 2 C., 6/4", good wdths. & lgths., 6 mos. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

NO. 1 C. & BTR., 8/4, 10/4, 12/4", reg. wdths., std. lgths., 1-2 yrs. dry, northern stock, tough texture. YEAGER LBR. CO., Buffalo, N. Y.

LOCUST

LOG RUN, 4/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

MAGNOLIA

NO. 2 C., 4/4", air dried. MAISEY & DION, Chicago, Ill.

NO. 2 C., 4/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4", 6" & up, 8-16', yr. dry. C. P. CROSEY, Rhinelander, Wis.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4"; NO. 1 C. & SEL., 5/4, 6/4"; HIGH GRADE QTD., 5/4, 6/4, 8/4"; END PILED WHITE, 5/4, 6/4"; NO. 3 C., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 8/4"; NO. 2 C., 8/4"; NO. 2 C. & BTR., 10/4, 12/4", MASON-DONALDSON LBR. CO., Rhinelander, Wis.

FAS (15% selects), 4/4", 6" & up, reg. lgths., yr. dry; NO. 1 & 2 C., 5/4", reg. wdths. & lgths., 10 mos. dry; NO. 1 C. & BTR., 5/4, 8/4, 10/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4 & 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 8/4, 10/4, 12/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-16/4", northern. H. A. HOOVER, South Bend, Ind.

FAS, NO. 1 C., NO. 2 C., 6/4", good wdths. & lgths., 18 mos. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

LOG RUN, 6/4". STILLIONS-MINGEA LBR. CO., Memphis, Tenn.

OAK—PLAIN RED

NO. 1 & 2 C., 3/4, 4/4, 5/4, 6/4, 8/4 & 10/4", reg. wdths. & lgths., 8 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & SEL., 3/8, 5/8, 3/4"; NO. 2 C., 3/8, 1/2, 5/8". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 4/4-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4, 8/4", air dried. MAISEY & DION, Chicago, Ill.

NO. 2 C., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, NO. 1 C., both 4/4", reg. wdths. & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, NO. 1 C., both 4/4", reg. wdths. & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 6/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 3/8, 1/2, 5/8"; NO. 2 C., 1/2". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8-6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 5/4", reg. wdths. & lgths., dry; NO. 2 C., 4/4", reg. wdths. & lgths., dry; SD. WORMY, 4/4", reg. wdths. & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 5/4, 6/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

FAS, 4/4", 6-9" & 10" & up; NO. 1 C. & SEL., 4/4", 4-9"; NO. 2 C., 4/4"; NO. 2 & BTR., 4/4" strips, 2-5 1/2". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & SEL., 1/2, 5/8, 3/4"; NO. 1 C. & SEL., 4/4" strips; NO. 2 C., 3/4". DARNELL-LOVE LBR. CO., Leland, Miss.

NO. 2 C. & BTR., 5/8-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 C., 4/4", reg. wdths. & lgths., dry. J. V. STIMSON, Huntingburg, Ind.

FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, pl., 3/4, 4/4, 5/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS, NO. 1 C., both 4/4", good wdths. & lgths., yr. dry. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C., pl. W. & R., 4/4". C. B. COLBORN, Memphis, Tenn.

SD. WORMY, 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4", 40% & btr. 14 & 16' long. H. A. HOOVER, South Bend, Ind.

NO. 3 C., 4/4". HYDE LBR. CO., So. Bend, Ind.

NO. 1 C. & BTR., 4/4, 5/4". HARRY H. MAUS, So. Bend, Ind.

NO. 1 C. & BTR., R. & W., 5/4, 8/4", good wdths. & lgths., 6 mos. dry; NO. 1 C., R. & W., 4/4", good wdths. & lgths., 6 mos. dry; NO. 2 C., R. & W., 4/4", good wdths. & lgths., 6 mos. dry. POWELL-MYERS LBR. CO., So. Bend, Ind.

FAS, NO. 1 & 2 C., pl., 4/4", good wdths., largely 8' long, 18 mos. dry, soft texture. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

MIXED, crossing plank, 12/4"; SWITCH TIES, white, 6" thick, 8" wide, 9-16". J. V. STIMSON, Huntingburg, Ind.

POPLAR

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 A., NO. 1 C., both 4/4", good wdths. & lgths., yr. dry; BX. BDS., 4/4", 13-17, good lgths., yr. dry; FAS, 10/4, 12/4, 16/4", good wdths. & lgths., yr. dry. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C. & BTR., qtd., 4/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn; NO. 2 C. & BTR., pl., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/8", reg. wdths. & lgths., dry; NO. 1 C., 5/8, 4/4, 5/4", reg. wdths. & lgths., dry; NO. 2 A. COM., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 1 C. & BTR., pl., 5/8, 4/4, 6/4"; NO. 2 C. & BTR., pl., 5/4, 10/4"; NO. 2 C. & BTR., qtd., 5/8"; NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4". All thoroughly dry, band sawn and equalized. ANDERSON-TULLY CO., Memphis, Tenn.

WALNUT

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

MISCELLANEOUS DIMENSION STOCK OAK

AUTO BOW STRIPS, 1 1/2"x1 1/2"-7' 6" & 7'; CLEAR SQUARES, 2x2-19 & 2x2-30". C. B. COLBORN, Memphis, Tenn.

HARDWOODS FOR SALE

VENEER—FACE BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, 1/20, 6-36, 48-98, 1/16, 6-36, 42-98, 1/8, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long. 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, 1/16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long. 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 56-97, 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 6-41, 50-97. CHICAGO MILL & LBR. CO., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig. 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

Striped mottled, AFRICAN & HONDURAS, PL. HONDURAS, drawer bottom stock, unusually fine stock. FREIBERG MAHOGANY CO., Cincinnati, O.

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD. SAWED, Ind. white, 1/20 & 1/16", smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN & CURLY, Ind. white 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8-30" wide, 4-10" long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/16, 6-36, 56-86, 1/20, 6-36, 62-98, 1/8, 6-43, 48-98, 3/16 & 1/4", 6-37, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

SLICED, 1/28"; FIG. BUTTS, 1/30"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind.

SLICED & ROTARY CUT, highly figured. FREIBERG MAHOGANY CO., Cincinnati, O. 1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

TABLE TOP STOCK, 4/4, 4" & up, 43-46-49", 4 mos. dry. HUFF-STICKLER LBR. CO., So. Bend, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

CROSS BANDING AND BACKING GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

THREE PLY, 1/4", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 1/4", G2S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

BIRCH

THREE PLY, 1/4x24x48, G2S; FIVE PLY, 1/4x36x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE-PLY, 1/8", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 3/16", G1S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

GUM

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 1/4x36x72, 1S, 1/4x24x72, 2S, 1/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, 42 to 54 round rim bound, 60x48 & 60x45, rim bound, 28x48, 26x54, 20x60, 26x66, poplar core. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

MISCELLANEOUS

THREE & 5-PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S, 1/4x36x72, 1S, 1/4x36x72, 1S, 1/4x24x60, 2S, 1/4x30x60, 2S, 1/4x24x72, 2S, 1/4x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4x36x72, 1S, 1/4x36x72, 1S, 1/4x24x72, 2S, 1/4x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 1/4x36x72, 1S, 1/4x24x72, 2S, 1/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

TABLE TOPS, dining, qtd., white, 42 to 54, chestnut core, 42 to 54, round plank edge, 42 to 54, round rim bound; TABLE TOPS, library, qtd., white, 26x42 & 28x48, chestnut core;

THREE PLY, pl. white, 1/4", G1S, 24-30 & 36", 60 & 72" long; THREE PLY, pl. white, 1/4", G2S, 24-30 & 36, 60 & 72 long; FIVE PLY, 3/8", G2S, pl. white, 24 & 30 wide, 72 long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

TABLE TOPS, dining, 42 to 54, round rim bound, 60x48 & 60x45, rim bound. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 1/4x36x72, 1S, 1/4x24x72, 2S, 1/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/4", G2S, 24 & 36", 60 & 72" long; THREE PLY, 3/8", G2S, 20-26 & 28" 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

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A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page —)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-9)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 69) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

**OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak**
These are a few of the many species of oak in commercial use

(*See page 8)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

(*See page 45)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbars are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH HDWD. CO.
Manufacturer, Charleston, MISSISSIPPI

(*See page 72)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 57)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(*See page 11)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
**C. L. BITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,**
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

W. M. Ritter Lumber Company
Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

The name "Oak," from time immemorial, has been the symbol of strength and reliability.

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

Oak combines more strength with more beauty than any other wood grown.

We have for fall shipment large stock of 10/4 and 12/4 C. & B. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 8)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 25)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 8)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 69)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 2" Com. & Bur. Plain Oak.
SWAIN-BOACH LUMBER CO.
Manufacturer Seymour, INDIANA

"The Oak Is the Most Majestic of Forest Trees."—Loudon.

A. B. C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 23)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

We Offer for Prompt Shipment

MAPLE		BASSWOOD	
1x6" & Up No. 1 C. & B.	50,000'	Full Log Run.....	75,000'
8/4" No. 1 C. & B., 5%		4/4" No. 2 Common.....	30,000'
No. 2 Common.....	75,000'		
BEECH		SOFT ELM	
4/4" No. 2 C. & B.....	50,000'	4/4" No. 2 C. & B.....	100,000'
4/4" No. 2 Common.....	60,000'	8/4" No. 1 C. & B.....	30,000'
6/4" No. 2 C. & B.....	37,000'	10/4" No. 1 C. & B.....	14,000'
BIRCH		12/4" No. 1 C. & B.....	14,000'
4/4" Full Log Run.....	18,000'	16/4" No. 1 C. & B.....	14,000'
4/4" No. 2 Common.....	72,000'		

WRITE US FOR PRICES

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*

Barr-Holaday Lumber Company

MANUFACTURERS OF HIGH GRADE
Southern Hardwoods

Main Office.....Greenfield, Ohio

Band MillLouise, Mississippi

Branch Office. Indianapolis, Indiana

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK		PLAIN MIXED OAK	
4/4" No. 1 Common....	3 cars	3/4" No. 2 Common....	1 car
5/4" No. 1 Common....	1 car	3/4" Sound Wormy	2 cars
QUARTERED RED OAK		4/4" Sound Wormy	5 cars
4/4" No. 1 Com. & Btr.	4 cars	5/4" Sound Wormy	3 cars
5/4" No. 1 Common....	1 car	6/4" Sound Wormy	1 car
PLAIN RED OAK		QTD. & PLAIN RED GUM	
5/8" No. 1 Com. & Btr.	1 car	4/4" No. 2 Common....	2 cars
4/4" No. 1 Com. & Btr.	3 cars	5/4" No. 2 Common....	2 cars
10/4" No. 1 Com. & Btr.	1 car	QUARTERED SAP GUM	
4/4" No. 1 & No. 2 C...	2 cars	6/4" No. 1 Com. & Btr.	2 cars
5/4" No. 1 & No. 2 C...	4 cars	8/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 & No. 2 C...	4 cars	QTD. & PLAIN BLACK GUM	
8/4" No. 1 & No. 2 C...	2 cars	4/4" No. 1 Com. & Btr.	4 cars
10/4" No. 1 & No. 2 C...	2 cars	ELM	
HICKORY		10/4" No. 2 Com. & Btr.	1 car
8/4" No. 2 Com. & Btr.	2 cars	12/4" No. 2 Com. & Btr.	2 cars
10/4" No. 2 Com. & Btr.	1 car	6/4" No. 2 Common....	5 cars
8/4" No. 2 Common....	1 car		

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. Our Card Index System of those wants, just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD

CHICAGO

CHICAGO

The World's Greatest Lumber
and Woodworking Center

Maisey & Dion
Hardwoods
KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 TO 2423 So. LOOMIS ST.
TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

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you will find something that will
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CLARENCE BOYLE

ESTABLISHED 1850 INCORPORATED 1913

MANUFACTURERS
AND WHOLESALEERS

**Southern Hardwoods
and Cypress**

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

Michigan Hardwoods

Dry Stock January, 1922

BASSWOOD

1x6½ to 11½ FAS.....	130M
1x11¾ & up FAS.....	30M
1x4 Clear	9M
1x5½ & up Selects.....	110M
1x4 No. 1 Common.....	35M
1x6 No. 1 Common.....	80M
1x7 & up No. 1 Common.....	80M
4/4 No. 2 Common.....	30M
4/4 No. 3 Common.....	53M

GRAY ELM

4/4 FAS	20M
1x10 & up FAS.....	40M
6/4 No. 1 Common & Better...	79M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

VON PLATEN-FOX CO.

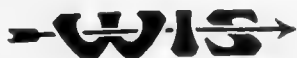
MANUFACTURERS OF
NORTHERN WOODS

Offer the following DRY HARD MAPLE

4/4 No. 3 Com....	100M	8/4 No. 3 Com....	100M
5/4 No. 3 Com....	50M	12/4 No. 3 Com....	150M
6/4 No. 3 Com....	25M	16/4 No. 3 Com....	50M

Write for Special Requirements in
No. 3 Common Maple. We have it.

Main Office.....Iron Mountain, Mich.
Chicago Office...1329 Peoples Gas Bldg.



SOFT YELLOW CYPRESS *from* SOUTH EAST MISSOURI

Manufacturers of Trim, Coffins, Boxes and other Cypress Using Products will find this stock to have splendid working qualities. It is distinguished from the southern cypress and characterized by the almost total absence of peck and shake in the lower grades, small sound knots being the principal defect. Workable boards of unusual soundness are thus guaranteed.

The stock is offered in good selection, Fas, Selects, No. 1 Shop, and No. 1 and No. 2 Common. The latter two grades are also put up in 6 in., 8 in., 10 in., 12 in. widths, running practically all 14 ft. and 16 ft.

We offer, too, our usual full assortment of St. Francis Basin hardwoods sold on guaranteed grades with nothing picked out. Can surface or resaw as desired.

BAND MILLS: DEERING, MO.

WISCONSIN LUMBER CO.
CHICAGO, ILL.

EXTRA SPECIAL

**WE WANT TO MOVE
PROMPTLY**

100,000 ft. 5'4" No. 1 Cypress
100,000 ft. 6'4" No. 1 Cypress

**GET YOUR BIDS IN
EARLY**

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**

L'ANSE, MICHIGAN

**Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple**

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

**Miller
Lumber
Co.**

MARIANNA, ARKANSAS

2 Band Mills
100,000 feet Daily Capacity



Aardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, JANUARY 25, 1922

Subscription \$2
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Chicago Veneer Company

Established 1888

"The Barometer of the Veneer Market"

The largest assortment of choice, selected domestic Veneer ever assembled at any one point.

All in our Chicago Warehouse, available for immediate shipment.

Absolutely unequaled shipping and warehouse facilities.

Compare our prices with any other prices of mills or dealers.

We Offer You **Value** and **Service**

Chicago Veneer Company

BENJ. W. LORD, President

1500 South Western Avenue

CHICAGO, ILL.

ESTABLISHED 1798

INCORPORATED 1920

HARDWOODS and PINE

UNDER SHEDS

HIGH GRADES

PROMPT SHIPMENTS

J. Gibson McIlvain Company

Philadelphia

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers**70,000,000 feet a year*

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

WE OFFER the FOLLOWING for IMMEDIATE SALE

HARD MAPLE

4/4 No. 1 Com. & Bet. 675M
4/4 No. 1&2 Com. 600M
4/4 Selected White 50M
4/4 No. 3 Com. 750M
5/4 No. 1 Com. & Bet. 300M
5/4 No. 1&2 Com. 275M
5/4 No. 2 Com. 150M
5/4 No. 3 Com. 375M
6/4 No. 1 Com. & Bet. 525M
6/4 No. 1&2 Com. 310M
6/4 No. 2 Com. 75M
6/4 No. 3 Com. 600M
8/4 No. 1 Com. & Bet. 400M
8/4 No. 1&2 Com. 470M
8/4 No. 2 Com. 150M
8/4 No. 3 Com. 300M
10/4 No. 1 & Bet. 150M
12/4 No. 1 & Bet. 200M
14/4 No. 1 & Bet. 75M
16/4 No. 1 & Bet. 100M

BASSWOOD

4 4 No. 1 & Bet. 600M

4/4 No. 1&2 Com. 300M
4/4 No. 2 Com. 150M
4/4 No. 3 Com. 125M
5/4 1st & 2nds. 100M
5/4 Sel. Wh. Key Stock. 150M
5/4 No. 1 Com. & Bet. 300M
5/4 No. 1&2 Com. 225M
5/4 No. 2 Com. 100M
5/4 No. 3 Com. 75M
6/4 1sts & 2nds 50M
6/4 No. 1 Com. & Bet. 250M
6/4 No. 1&2 Com. 200M
6/4 No. 2 Com. 135M
6 4 No. 3 Com. 125M
8/4 No. 1 Com. & Bet. 175M
8/4 No. 1&2 Com. 200M
8/4 No. 2 Com. 75M
8/4 No. 3 Com. 140M
12/4 No. 2 Com. & Bet. 45M
14/4 No. 2 Com. & Bet. 35M
16/4 No. 2 Com. & Bet. 20M

BIRCH

4/4 No. 1 Com. & Bet. 500M
4 4 No. 1&2 Com. 200M

4/4 No. 2 Com. 200M
4/4 No. 3 Com. 300M
5/4 No. 1 Com. & Bet. 50M
5/4 No. 1&2 Com. 50M
5/4 No. 2 Com. 75M
5/4 No. 3 Com. 130M
6/4 No. 1 Com. & Bet. 75M
6/4 No. 1&2 Com. 80M
6/4 No. 2 Com. 75M
6/4 No. 3 Com. 250M
8/4 No. 1 Com. & Bet. 300M
8/4 No. 1&2 Com. 75M
8/4 No. 3 Com. 275M
10/4 No. 2 Com. & Bet. 125M
12/4 No. 2 Com. & Bet. 100M
14/4 No. 2 Com. & Bet. 25M

SOFT ELM

4/4 No. 2 Com. & Bet. 400M
5/4 No. 2 Com. & Bet. 300M
6/4 No. 2 Com. & Bet. 100M
8/4 No. 2 Com. & Bet. 200M
10/4 No. 1 Ccm. & Bet. 275M
12/4 1sts & 2nds 30M
12/4 No. 1 Com. & Bet. 300M

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS

Mason-Donaldson Lumber Company

RHINELANDER, WISCONSIN

Manufacturers of

Northern Hardwoods

PINE, HEMLOCK & TAMARACK

BASSWOOD		4 1/2" No. 3 Com. 225,000'
5 1/4" No. 1 Com. & Btr.	5 1/2" No. 1 & 2 Com. 170,000'	
Key Stock 97,000'	6 1/4" No. 1 & 2 Com. 110,000'	
4 1/4" 1st & 2nds 65,000'	10 1/4" No. 1 C. & B. 50,000'	
4 1/4" No. 1 Com. 75,000'	12 1/4" No. 1 C. & B. 85,000'	
4 1/4" No. 2 Com. 120,000'		
6 1/4" No. 2 Com. 1 car		
6 1/4" No. 3 Com. 50,000'		
BIRCH		HARD MAPLE
4 1/4" No. 1 Com. & Sel.	4 1/2" No. 1 & 2 Com. 250,000'	
5" & wider 200,000'	5 1/2" No. 1 & 2 Com. 75,000'	
1x4" No. 1 & 2 Com. 45,000'	6 1/2" No. 1 & 2 Com. 65,000'	
4 1/4" No. 2 Common	8 1/4" No. 1 C. & B. 200,000'	
5" & wider 175,000'	10 1/4" No. 2 C. & B. 50,000'	
	12 1/4" No. 2 C. & B. 65,000'	
	8 1/2" No. 2 Com. 150,000'	

MODERN PLANING MILL IN CONNECTION

YOUR INQUIRIES SOLICITED

We Offer for Prompt Shipment

MAPLE		BASSWOOD	
1x6" & Up No. 1 C. & B. 50,000'		Full Log Run. 75,000'	
8 1/4" No. 1 C. & B., 5% No. 2 Common. 75,000'		4 1/4" No. 2 Common. 30,000'	
BEECH		SOFT ELM	
4 1/4" No. 2 C. & B. 50,000'		4 1/4" No. 2 C. & B. 100,000'	
4 1/4" No. 2 Common. 60,000'		8 1/4" No. 1 C. & B. 30,000'	
6 1/4" No. 2 C. & B. 37,000'		10 1/4" No. 1 C. & B. 14,000'	
BIRCH		12 1/4" No. 1 C. & B. 14,000'	
4 1/4" Full Log Run. 18,000'		16 1/4" No. 1 C. & B. 14,000'	
4 1/4" No. 2 Common. 72,000'			

WRITE US FOR PRICES

East Jordan Lumber Co.

EAST JORDAN, MICHIGAN

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

HARDWOODS

FOR QUICK SALE AT OUR LITTLE ROCK MILL

5 4" FAS Quartered Figured Red Gum	15,000'
5 4" FAS Quartered Red Gum	35,000'
12 1/4" FAS Quartered Red Gum	13,000'
6 4" No. 1 Common Red Gum	30,000'
8 1/4" No. 1 Common Red Gum	15,000'
12 1/4" No. 1 Common Red Gum	10,000'
4 4" FAS Plain Figured Red Gum	10,000'
5 4" FAS Quartered Sap Gum	25,000'
6 4" FAS Plain Sap Gum	7,500'
4 4" No. 1 Common Sap Gum	80,000'
4 4" Panel and Wide No. 1 Sap Gum	42,000'
4 4x8" & Wider No. 1 Com. & Btr. Tenn Aromatic Red Cedar	10,000'
4 4" FAS Plain White Oak	25,000'
5 4" FAS Plain White Oak	25,000'
6 4" FAS Plain White Oak	12,000'
4 4" FAS Quartered White Oak	25,000'
3 1/4" No. 2 Common & Better Plain White Oak	200,000'
3 1/4" No. 2 Common & Better Plain Red Oak	200,000'

MEMPHIS
BRUCE
LITTLE ROCK

E. L. Bruce Co.

MANUFACTURERS

MEMPHIS

TENNESSEE

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

SOUTH BEND firms are recognized as having been built on conservative, sound lines. The distinctive advantages of South Bend, its seven railroads, its unusual mail, 'phone and wire facilities, constitute a real service for the buyer. His order placed with South Bend firms, can and will be correctly shipped and followed through with personal attention right into his shop and with a high standard of business ethics governing every detail of the transaction.

The Powell-Myers Lumber Co.

MANUFACTURERS

Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension

RED and SAP GUM

The Soft Delta Kind. All thickness and grades.
WRITE

The Hyde Lumber Co.

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of

HARDWOOD LUMBER

MILLS AND YARDS IN TENNESSEE

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

The E & W Lumber Company

NORTHERN and SOUTHERN

HARDWOODS

MILL: EDWARDSBURG, MICHIGAN

The Woodruff-Powell Lumber Co.

SPECIALIZING IN

POPLAR and WALNUT

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

Concentrating Yards:

Cairo, Illinois, and Troy, Tennessee

HEAVY OAK IS OUR SPECIALTY

H. A. HOOVER

Manufacturer and Wholesaler

Northern and Southern Hardwoods

THICK STOCK A SPECIALTY

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND

SOUTH BEND, INDIANA

HARDWOODS AND YELLOW PINE

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods

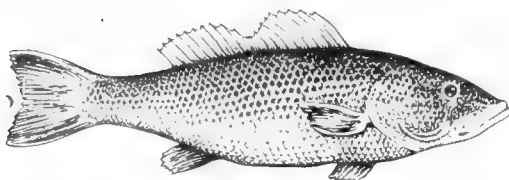
BAND MILL, LAPORTE, INDIANA



Anything in northern hardwoods, pine and hemlock. Look over the following specials.

4/4 No. 1 C&B Birch.....	6 cars
6/4 No. 1 C&B Birch.....	3 cars
8/4 Selects and Bet. Birch.....	2 cars
10/4 No. 1 C&B Birch.....	2 cars
12/4 No. 1 C&B Birch.....	2 cars
5/4 No. 3 Com. White Pine.....	5 cars
5/4 No. 2 Com. White Pine.....	3 cars
5/4 No. 1 Com. White Pine.....	2 cars
6/4 No. 2 Com. White Pine.....	2 cars
6/4 No. 1 Com. White Pine.....	2 cars

Pine runs to exceptionally good widths and lengths and is thoroughly dry. Can be milled.



OUR thoroughly assorted stock of birch 4 4" and up is likely to prove a Godsend to many buyers after inventory season. It is thoroughly seasoned and well assorted for widths and lengths. As one means of eliminating lumber worries for 1922, get in touch with our organization. A 100,000,000 feet annual capacity, complete planing mill facilities and unusual arrangements for cutting special stock in hardwood and hemlock make a strong combination for any buyer.

buy from fish

BRANCH OFFICES

Chicago

Rockford

Grand Rapids

CHARLES W. FISH LUMBER CO., ELCHO, WIS.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS

MEMPHIS

ASH

T. & G.	Width	Length	Memphis	New Orleans
1 1/2" x 8" x 24"	6-9"	8-10"	10,000'	27,500'
1 1/2" x 8" x 24"	6-9"	8-16"	16,500'	64,400'
1 1/2" x 8" x 24"	6-7"	8-16"	11,500'	11,500'
1 1/2" x 8" x 24"	10-12"	8-16"	16,900'	16,900'
1 1/2" x 8" x 24"	12" up	8-16"	17,500'	18,200'
5 1/2" x 8" x 24"	6-9"	8-10"	8,500'	10,900'
5 1/2" x 8" x 24"	10-12"	8-16"	2,500'	8,800'
5 1/2" x 8" x 24"	12" up	8-16"	4,600'	4,000'
6 1/2" x 8" x 24"	6-9"	8-16"	12,000'	20,200'
6 1/2" x 8" x 24"	10-12"	8-16"	2,700'	8,500'
6 1/2" x 8" x 24"	12" up	8-16"	2,500'	5,500'
8 1/2" x 8" x 24"	6-9"	8-16"	57,000'	126,700'
8 1/2" x 8" x 24"	10-12"	8-16"	10,800'	31,900'
8 1/2" x 8" x 24"	12" up	8-16"	12,500'	5,900'
10 1/2" x 8" x 24"	6" up	8-16"	37,000'	26,900'
12 1/2" x 8" x 24"	6" up	8-16"	69,900'	40,300'
12 1/2" x 8" x 24"	12" up	8-16"	2,200'	8,500'

Delivered Prices Gladly Quoted Upon Request

Dudley Lumber Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

QUARTER SAWN SYCAMORE
5/8" No. 2 Com. & Btr. 60,000'
4 1/4" No. 1 Com. & Btr. 27,000'
5/4" No. 1 Com. & Btr. 75,000'
6/4" No. 1 Com. & Btr. 100,000'

PLAIN SAWN SYCAMORE
5/8" No. 1 Com. & Btr. 100,000'
4 1/4" No. 1 Com. & Btr. 60,000'
5 1/4" No. 2 Com. & Btr. 200,000'
6 1/4" No. 1 Com. & Btr. 150,000'
10 1/4" No. 2 Com. & Btr. 75,000'

LOCUST
4 1/4" Log Run 20,000'

HACKBERRY
5 1/4" Log Run 100,000'

HICKORY
6 1/4" Log Run 28,000'
8 1/4" Log Run 150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

PLAIN SAP GUM
1 1/4" FAS 313,000'
4 1/4" No. 2 Common 420,000'
4 1/4" No. 2 & 3 Com. 450,000'
PLAIN RED GUM
5/8" FAS 121,000'
4 1/4" FAS 106,600'
4 1/4" No. 1 Common 79,000'
QUARTERED RED GUM
4 1/4" No. 1 Common 42,000'
PLAIN WHITE OAK
1 1/2" FAS 211,000'
5/8" FAS 183,000'
4 1/4" FAS 182,000'
4 1/4" No. 3 Common 423,000'
QUARTERED WHITE OAK
4 1/4" FAS 251,000'
5/8" No. 1 Common 167,000'
4 1/4" No. 1 Common 656,000'
4 1/4" No. 2 Common 179,000'

PLAIN RED OAK
3/4" No. 1 Common 180,600'
4 1/4" No. 1 Common 205,000'
5/8" No. 2 Common 148,000'
4 1/4" No. 2 Common 136,000'
4 1/4" No. 3 Common 255,000'
4 1/4" Sound Wormy 109,000'
ELM
6 1/4" No. 2 Com. & Btr. 40,000'
5 1/8" No. 2 & 3 Com. 255,000'
ASH
4 1/4" Log Run 26,000'
COTTONWOOD
4 1/4" No. 2 Com. & Btr. 7,000'
CYPRESS
4 1/4" Log Run 65,000'
PLAIN BLACK GUM
4 1/4" No. 2 Com. & Btr. 51,000'
QUARTERED BLACK GUM
4 1/4" No. 2 Com. & Btr. 205,000'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

COTTONWOOD
1 1/4" FAS 2 cars
4 1/4" No. 1 Common 2 cars
CYPRESS
4 1/4" No. 1 Common 1 car
ELM
4 1/4" Log Run 2 cars
6 1/4" No. 1 & 2 Com. 1 1/2 car
8 1/4" No. 1 & 2 Com. 1 1/2 car
10 1/4" No. 1 & 2 Com. 1 1/2 car
12 1/4" No. 1 & 2 Com. 1 1/2 car
SAP GUM
4 1/4" Box Bldg. 13-17" 2 cars
4 1/4" No. 1 Common 3 cars
4 1/4" No. 2 Common 1 car
5 1/4" No. 1 Common 1 car
PLAIN RED OAK
4 1/4" No. 1 Common 1 car
5 1/4" No. 1 Common 2 cars
6 1/4" No. 1 Common 2 cars
6 1/4" No. 1 Common 2 cars

4 1/4" No. 2 Common 2 cars
5 1/4" No. 2 Common 1 car
PLAIN WHITE OAK
5 1/4" No. 1 Common 1 car
1 1/4" No. 1 Common 2 cars
5 1/4" No. 1 Common 1 car
6 1/4" No. 1 Common 1 car
QUARTERED WHITE OAK
5 1/4" FAS 1 car
5 1/4" FAS 2 cars
5 1/4" FAS 1 car
5 1/4" FAS 2 cars
5 1/4" No. 1 Common 2 cars
5 1/4" No. 1 Common 4 cars
5 1/4" No. 1 Common 2 cars
5 1/4" No. 1 Common 1 car
5 1/4" No. 2 Common 2 cars
5 1/4" No. 2 Common 1 car
5 1/4" No. 2 Common 1 car
OAK
4 1/4" Sound Wormy 1 car

Dickson & Lambert Lumber Co.

QUARTERED RED OAK
4 1/4" 1s & 2s 2 cars
4 1/4" No. 1 Common 5 cars
5 1/4" No. 1 Common 4 cars
5 1/4" 1s & 2s 10" & up 1 car
5 1/4" 1s & 2s 12" & up 2 cars
5 1/4" No. 1 Common 2 cars
5 1/4" No. 2 Common 1 1/2 car
6 1/4" No. 2 Common 1 car
8 1/4" No. 1 Common 1 1/2 car
4 1/4" Strips 2 1/2" 3 cars
QUARTERED WHITE OAK
5 1/4" No. 1 Common 1 car
5 1/4" No. 2 Common 1 car
6 1/4" No. 1 Common 1 1/2 car
6 1/4" No. 2 Common 1 1/2 car
No. 1 Common 1 1/2 car
4 1/4" No. 1 Common 5 cars
4 1/4" No. 2 Common 5 cars

PLAIN SAP GUM
4 1/4" 1s & 2s 3 cars
4 1/4" 1s & 2s 13" & up 1 car
5 1/4" 1s & 2s 1 car
5 1/4" 1s & 2s 13" & up 2 cars
5 1/4" 1s & 2s 14" & up 1 car
4 1/4" No. 1 Common 5 cars
5 1/4" No. 1 Common 2 cars
4 1/4" No. 2 Common 2 cars
QUARTERED RED GUM
8 1/4" 1s & 2s 1 car
8 1/4" No. 1 Common 2 cars
6 1/4" No. 1 Common 2 cars
5 1/4" No. 1 Common 2 cars
4 1/4" 1s & 2s 1 car
PL. RED GUM, FIG'D WOOD
4 1/4" 1s & 2s 1 car
QTD. RED GUM, FIG'D WOOD
8 1/4" 1s & 2s 1 car

The Frank A. Conkling Co.

CYPRESS
8 1/4" FAS 2 cars
6 1/4" FAS 2 cars
5 1/4" FAS 2 cars
8 1/4" No. 1 Common 2 cars
6 1/4" No. 1 Common 2 cars
4 1/4" No. 1 Common 2 cars
4 1/4" No. 2 Common 2 cars
SAP GUM
6 1/4" FAS 2 cars
5 1/4" FAS 3 cars
8 1/4" FAS Qtd. Snd. 2 cars
6 1/4" No. 1 Common 3 cars
5 1/4" No. 1 Common 5 cars

4 1/4" No. 1 Common 5 cars
4 1/4" No. 2 Common 10 cars
5 1/4" No. 2 Common 10 cars
QUARTERED RED GUM
8 1/4" Com. & Btr. 2 cars
6 1/4" Com. & Btr. 2 cars
5 1/4" No. 1 Common 1 car
PLAIN RED GUM
4 1/4" FAS 1 car
5 1/4" FAS 1 car
PLAIN OAK
4 1/4" FAS 2 cars
4 1/4" No. 1 Common 5 cars
4 1/4" No. 2 Common 5 cars
1 1/4" S. & W. 5 cars
5 1/4" FAS 2 cars
5 1/4" No. 1 Common 3 cars
5 1/4" No. 2 Common 2 cars

Tustin Hardwood Lumber Co.

KELLOGG LUMBER CO.

PLAIN SAP GUM
5 1/4" FAS 84,000'
3 1/4" FAS 107,000'
4 1/4" FAS 105,000'
4 1/4" No. 1 Common 137,000'
4 1/4" No. 2 Common 180,000'
QUARTERED SAP GUM
5 1/4" FAS 69,000'
PLAIN RED GUM
1 1/4" FAS 98,000'
4 1/4" No. 1 Common 113,000'
PLAIN WHITE OAK
4 1/4" FAS 48,000'

4 1/4" No. 1 Common 251,000'
4 1/4" No. 2 Common 92,000'
PLAIN RED OAK
4 1/4" FAS 104,000'
1 1/4" No. 1 Common 174,000'
1 1/4" No. 3 Common 143,000'
ELM
6 1/4" No. 2 Com. & Btr. 15,000'
ASH
1 1/4" Log Run 96,000'

HARDWOODS

MEMPHIS

DIMENSION

ON HAND FOR IMMEDIATE SHIPMENT

FURNITURE STOCK

5,000 pieces Clear Red Gum.....	2 1/2 x 2 1/2	20" M
1,000 pieces Clear Red Gum.....	2 1/2 x 2 1/2	20" M
1 car Clear Sap Gum.....	2 1/2 x 2 1/2	30" M
1 car Clear White and Red Oak.....	2 1/2 x 2 1/2	30" M
1 car Clear White and Red Oak.....	1 1/2 x 1 1/2	19" D
1 car Clear White and Red Oak.....	1 1/2 x 1 1/2	19" D
1 car Clear White and Red Oak.....	1 1/2 x 1 1/2	19" D
2 cars Clear White and Red Oak.....	1 1/2 x 1 1/2	19" D
50,000 pieces Quartered White Oak.....	1 1/2 x 1 1/2	22" D
150,000 pieces Quartered Red Oak.....	1 1/2 x 1 1/2	22" D
10,000 pieces Quartered Red Oak.....	1 1/2 x 1 1/2	22" D
1 car Clear Ash.....	1 1/2 x 1 1/2	22" D

We can furnish your requirements in square or flat dimension. Let us have your specifications.

C. B. COLBORN

QUARTERED RED GUM

(Regular Widths and Lengths)

5 1/4" FAS.....	11,000'
8 1/4" FAS.....	21,000'
5 1/4" No. 1 Common.....	28,000'
10 1/4" No. 1 Common.....	18,000'

PLAIN RED GUM

(Regular Widths and Lengths)

4 1/4" FAS.....	12,000'
8 1/4" FAS.....	16,000'
8 1/4" No. 1 Common.....	17,000'

QUARTERED SAP GUM

(Regular Widths and Lengths)

4 1/4" No. 1 Com. & Btr.....	5,000'
5 1/4" No. 1 Com. & Btr.....	21,000'
8 1/4" No. 1 Com. & Btr.....	16,000'

PLAIN SAP GUM

(Regular Lengths)

1/4" Box Bds., 13-17".....	50,000'
1/4" Box Bds., 11-12".....	30,000'
1 1/4" Box Bds., 9-10".....	36,000'

(Regular Widths and Lengths)

1 1/4" FAS.....	53,000'
5 1/4" FAS.....	131,000'
8 1/4" FAS.....	98,000'
1 1/4" No. 1 Common.....	112,000'
7 1/4" No. 1 Common.....	77,000'
8 1/4" No. 1 Common.....	108,000'
4 1/4" No. 2 Common.....	54,000'
5 1/4" No. 2 Common.....	17,000'
8 1/4" No. 2 Common.....	19,000'
5 1/4" FAS, 13" & up.....	31,000'
5 1/4" Log Run.....	87,000'

Ferguson & Palmer Company

QUARTERED WHITE OAK

3 1/4" No. 2 Com. & Btr.....	18,000'
4 1/4" No. 1 Common.....	45,000'
1 1/4" No. 2 Common.....	60,000'
4 1/4" No. 3 Common.....	30,000'
5 1/4" No. 1 Common.....	42,000'
7 1/4" No. 2 Common.....	21,000'
6 1/4" No. 1 Common.....	7,000'
6 1/4" No. 2 Common.....	15,000'

PLAIN OAK

4 1/4" 1s & 2s (White).....	15,000'
4 1/4" No. 1 C. (White).....	100,000'
4 1/4" No. 2 C. (White).....	30,000'
1 1/4" 1s & 2s (R).....	60,000'

1 1/4" No. 1 Com. (Red) 75,000'

4 1/4" No. 3 Common.....150,000'

QUARTERED RED GUM

1 1/4" No. 1 Common.....	125,000'
7 1/4" No. 1 Common.....	71,000'
6 1/4" 1s & 2s.....	20,000'
6 1/4" No. 1 Common.....	13,000'

PLAIN RED GUM

5 1/4" 1s & 2s.....	10,000'
6 1/4" No. 1 Common.....	37,000'
6 1/4" No. 2 Common.....	12,000'
QTD. RED GUM, S. N. D.....	10,000'
5 1/4" 1s & 2s.....	10,000'
5 1/4" No. 1 Common.....	10,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.

Capacity 25 Million Feet per Annum

Sales Office: MEMPHIS, TENN.

WHITE ASH

(25% 12" up)	
1x10" up 1s & 2s.....	26,500'
(25% 12" up)	
5/4x10" up 1s & 2s.....	10,000'
(25% 12" up)	
6/4x10" up 1s & 2s.....	17,500'
(25% 12" up)	
8/4x10" up 1s & 2s.....	26,200'
(25% 12" up)	
10/4x10" up 1s & 2s.....	10,500'
4 1/4" 1s & 2s.....	65,000'
5 1/4" 1s & 2s.....	25,000'
6 1/4" 1s & 2s.....	18,000'
8 1/4" 1s & 2s.....	120,000'

10/4" 1s & 2s.....	60,000'
12 1/4" 1s & 2s.....	30,000'
10/4" Com. & Btr.....	130,000'
12 1/4" Com. & Btr.....	10,000'
14 1/4" Com. & Btr.....	35,000'
16 1/4" Com. & Btr.....	30,000'
16 1/4" No. 1 Common.....	135,000'
4 1/4" No. 1 Common.....	40,000'
5 1/4" No. 1 Common.....	150,000'
10 1/4" No. 1 Common.....	50,000'
12 1/4" No. 1 Common.....	25,000'
16 1/4" No. 1 Common.....	18,000'
4 1/4" No. 2 Common.....	50,000'
5 1/4" No. 2 Common.....	150,000'
6 1/4" No. 2 Common.....	30,000'
8 1/4" No. 2 Common.....	10,000'
10 1/4" No. 2 Common.....	10,000'
12 1/4" No. 2 Common.....	8,000'
16 1/4" No. 2 Common.....	9,000'
1x2 1/2" to 5 1/2" Strips.....	18,000'
5/8" & 3/4" No. 2 C&B.....	15,000'

Thompson-Katz Lbr. Co.

WHITE ASH	
5 1/4" No. 1 Com. & Btr.....	7,000'
5 1/4" No. 2 Com. & Btr.....	12,500'
5 1/4" No. 3 Com. & Btr.....	20,000'
10 1/4" FAS.....	1 A W

10 1/4" No. 1 C. & S. 35%.....	7,500'
A W 35%.....	7,500'

COTTONWOOD	
1 1/4" Log Run.....	1 car

SOFT PINE	
5 1/4" Log Run.....	1 car
10 1/4" Log Run.....	1 car

PLAIN WHITE OAK	
S. N. D. Tabular.....	Stock
1 1/4" to 5 1/4" 11" & 10".....	

6 1/4" C. & B. 5 mo.....	20,000'
PLAIN RED OAK	
1 1/4" to 5 1/4" 11" & 10".....	

6 1/4" C. & B. 5 mo.....	8,000'
6 1/4" C. & B. 5 mo.....	8,000'

SOFT TEXTURED

TENNESSEE POPLAR	
12 1/4" Saps & Sel., 5 mo.....	12,000'
1 1/4" Saps & Sel., 5 mo.....	12,000'

8 1/4" No. 1 Com., 5 mo.....	12,000'
PLAIN RED GUM	
10 1/4" 11" & 10".....	8,000'

QUARTERED RED GUM	
10 1/4" 11" & 10".....	8,000'
10 1/4" 11" & 10".....	8,000'

QTD. RED GUM, S. N. D	
10 1/4" 11" & 10".....	15,000'
10 1/4" 11" & 10".....	15,000'

1 1/4" No. 1 C&S.....	17,000'
1 1/4" FAS.....	12,000'
QUARTERED RED GUM	

10 1/4" 11" & 10".....	75,000'
10 1/4" 11" & 10".....	75,000'

Louisiana Red Cypress Co.

ASH	
1 1/4" FAS.....	20,000'
1 1/4" FAS.....	10,000'

6 1/4" No. 1 Com. & Btr.....	95,000'
8 1/4" No. 1 Com. & Btr.....	170,000'
12 1/4" No. 1 Com. & Btr.....	25,000'

1 1/4" No. 1 Common.....	21,000'
5 1/4" No. 1 Common.....	42,000'
1 1/4" No. 2 Common.....	17,000'

5 1/4" No. 2 Common.....	20,000'
CYPRESS	
1 1/4" FAS.....	21,000'

5 1/4" FAS.....	31,000'
6 1/4" FAS.....	1,000'
8 1/4" FAS.....	16,000'

1 1/4" S&B.....	21,000'
5 1/4" S&B.....	21,000'
6 1/4" S&B.....	21,000'

1 1/4" Shop.....	31,600'
5 1/4" Shop.....	21,000'
1 1/4" Shop.....	21,000'

PLAIN RED OAK	
1 1/4" FAS.....	26,600'
5 1/4" FAS.....	20,000'

10 1/4" 11" Box Boards.....	28,000'
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1 1/4" FAS.....	71,500'
1 1/4" No. 1 Common.....	87,000'
1 1/4" No. 1 Common.....	87,000'

6 1/4" No. 1 Common.....	6,000'
8 1/4" No. 1 Common.....	11,000'

PLAIN WHITE OAK	
1 1/4" FAS.....	11,600'
8 1/4" FAS.....	18,000'

1 1/4" No. 1 Common.....	70,000'
6 1/4" No. 1 Common.....	64,000'
8 1/4" No. 1 Common.....	13,000'

QUARTERED WHITE OAK	
6 1/4" FAS.....	15,000'
4 1/4" No. 1 Common.....	53,000'

5 1/4" No. 1 Common.....	7,000'
6 1/4" No. 1 Common.....	1,000'
8 1/4" No. 1 Common.....	1,000'

1 1/4" Strips.....	25,000'
POPLAR	
1 1/4" FAS.....	5,000'

5 1/4" FAS.....	10,000'
1 1/4" FAS.....	12,000'
10 1/4" 11" Box Boards.....	28,000'

Welsh Lumber Company

ASH	
5 1/4" No. 1 Common.....	30,000'
6 1/4" No. 1 Common.....	14,000'

1 1/4" No. 2 Common.....	50,000'
5 1/4" No. 2 Common.....	90,000'
5 1/4" No. 1 Com. & Btr.....	100,000'

10 1/4" No. 1 Com. & Btr.....	90,000'
12 1/4" No. 1 Com. & Btr.....	60,000'
16 1/4" No. 1 Com. & Btr.....	28,000'

COTTONWOOD	
1 1/4" FAS.....	20,000'
1 1/4" FAS.....	100,000'

1 1/4" No. 1 Common.....	1,000'
PLAIN SAP GUM	
5 1/4" FAS.....	30,000'

8 1/4" FAS.....	100,000'
8 1/4" No. 1 Common.....	60,000'
8 1/4" No. 1 Common.....	100,000'

4 1/4" No. 2 Common.....	200,000'
PLAIN RED GUM	
5 1/4" No. 1 Common.....	100,000'

6 1/4" No. 1 Common.....	30,000'
6 1/4" No. 1 Common.....	1,000'
1 1/4" No. 2 Common.....	45,000'

5 1/4" No. 2 Common.....	1,000'
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Grismore-Hyman Co.

WHITE ASH

1 1/4" FAS 10" & up.....	1 car
5 1/4" FAS 10" & up.....	1 car
6 1/4" FAS 10" & up.....	1 car
1 1/4" FAS Regular.....	2 cars
5 1/4" FAS Regular.....	1 car
6 1/4" FAS Regular.....	2 cars
8 1/4" FAS Regular.....	1 car
1 1/4" No. 1 Com. & Btr.....	2 cars
5 1/4" No. 1 Com. & Btr.....	2 cars
6 1/4" No. 1 Com. & Btr.....	2 cars
8 1/4" No. 1 Com. & Btr.....	1 car
10 1/4" No. 1 Com. & Btr.....	1 car

12 1/4" No. 1 Com. & Btr.....	3 cars
16 1/4" No. 1 Com. & Btr.....	1 car
1 1/4" No. 1 Common.....	3 cars
5 1/4" No. 1 Common.....	3 cars
6 1/4" No. 1 Common.....	2 cars
8 1/4" No. 1 Common.....	3 cars
16 1/4" No. 1 Common.....	1 car
12 1/4" No. 1 Common.....	1/2 car
16 1/4" No. 1 Common.....	1/2 car
4 1/4" No. 2 Common.....	3 cars
5 1/4" No. 2 Common.....	1 car
6 1/4" No. 2 Common.....	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,

GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

QUARTERED WHITE OAK		10/1" Log Run	\$5.000
4/1" FAS	28.000	ELM	
4/1" No 1 Common	16.000	12/1" Log Run	108.000
4/1" No 2 Common	17.000	10/1" Log Run	\$1.000
5/4" FAS	14.000	5 1/2" Log Run	50.000
5 1/2" No 1 Common	8.000	4/4" Log Run	24.000
6/1" FAS		MAPLE	
6/4" No 1 Common	16.000	10/1" Log Run	65.000
8/4" FAS	4.000	8/4" Log Run	30.000
8/4" No 1 Common	2.000	4/4" Log Run	20.000
QUARTERED RED OAK		ASH	
4/1" FAS	16.000	16 1/2" Com. & Btr.	30.000
4/1" No 1 Common	28.000	12/14" Com. & Btr.	92.000
PLAIN RED OAK		10/1" Com. & Btr.	80.000
3/4" FAS	27.000	8/4" Com. & Btr.	73.000
4/4" Com. & Btr.	18.000	8/4" No 2 Common	11.000
4/4" Sound Wormy	65.000	6/4" Com. & Btr.	25.000
5/4" Com. & Btr.	44.000	6/4" No 2 Common	15.000
5/4" No 1 Common	11.000	6/4" No 3 Common	1.000
SUCAMORE		4/1" No 1 Common	38.000
4/1" Log Run	25.000	4/1" No 2 Common	45.000
6/1" Log Run	20.000	4/1" No 3 Common	17.000

Memphis Band Mill Co.

Partial List Dry Stock

PLAIN SAP GUM		PLAIN RED GUM	
6 1/4" FAS	2 cars	6 1/4" No. 1 Common	1 car
QUARTERED SAP GUM		6 1/4" No. 1 Com. & Btr.	1 car
1 1/2" FAS	2 cars	ELM	
1 1/4" FAS	2 cars	10 1/4" Log Run	1 car
4 1/4" No. 1 Common	1 car	MAPLE	
PLAIN BLACK GUM		10 1/4" Log Run	1 car
6 1/4" No. 1 Com. & Btr.	1 car	CYPRESS	
QUARTERED RED GUM		5 1/2" FAS	1 car
8 3/4" No. 1 Com. & Btr.	5 cars	6 1/4" FAS	2 cars
6 1/4" No. 1 Com. & Btr.	1 car	8 1/4" FAS	2 cars
		PLAIN RED GUM, S. N. D.	
		10 1/4" FAS	1 car

Stillions-Mingea Lumber Co.

Mill: Rome, Miss. Sales Office: Memphis, Tenn.

COTTONWOOD		QUARTERED SAP GUM	
4 1/4" BB, 8-12", 8 mo., 2 cars		8 1/4" Com. & Btr., 6 mo., 4 cars	
1 1/4" BB, 13-17", 8 mo., 2 cars			
1 1/4" BB, 18-22", 8 mo., 2 cars		TUPELO	
1 1/4" No. 1 Com., 8 mo., 4 cars		1 1/4" FAS, 12 mo., 3 cars	
1 1/4" FAS, 8 mo., 4 cars		1 1/4" No. 1 Com., 12 mo., 5 cars	
5 1/4" No. 1 Com., 8 mo., 5 cars			
PLAIN RED GUM		PLAIN RED OAK	
5 1/4" No. 1 Com., 6 mo., 1 car		5 1/4" No. 1 Com., 12 mo., 4 cars	
4 1/4" No. 1 Com., 6 mo., 2 cars			
QUARTERED RED GUM		SYCAMORE	
6 1/4" No. 1 Com., 5 cars, 1 car		10 1/4" Com. & Btr., 12 mo., 2 cars	
8 1/4" Com. & Btr., 6 mo., 3 cars			
PLAIN SAP GUM		MAPLE	
4 1/4" FAS, 10 mo., 3 cars		8 1/4" Leg Run, 12 mo., 1 car	
4 1/4" No. 1 Com., 10 mo., 8 cars		10 1/4" Leg Run, 12 mo., 1 car	
4 1/4" No. 1 Com., 10 mo., 8 cars			
1 1/4" FAS, 12 mo., 2 cars		CYPRESS	
6 1/4" FAS, 12 mo., 1 car		8 1/4" FAS, 8 mo., 1 car	
6 1/4" FAS, 12 mo., 1 car		8 1/4" S. Short, 8 mo., 1 car	
6 1/4" No. 1 Com., 12 mo., 5 cars		8 1/4" No. 1 Sh. p., 8 mo., 1 car	
		1 1/4" No. 1 S. of, 8 mo., 2 cars	
		1 1/4" No. 1 Com., 8 mo., 2 cars	

Johnson Bros. Hdwd. Co.

Regular Widths and Lengths, Dry

COTTONWOOD		8/4" No 1 Com. 6 mo. 1 car
4/4" Com. & Btr. 6 mo. 1 car		6/4" Com & Btr., 4 mo. 1 car
RED GUM		ROST MAPLE
5/8" Com & Btr. 6 mo 1 car		6/4" Log Run. 6 mo..... 1 car
4/4" 1s & 2s 6 mo. 1 car		
4/4" No 1 Com. 6 mo 5 cars		RED OAK
		4/4" 1s & 2s 6 mo..... 4 car
		4/4" No 1 Com. 6 mo. 5 car
		3/4" Com. & Btr., 4 mo. 1 car
SAP GUM		
5/8" 1s & 2s 4 mo. 4 cars		WHITE OAK
5/8" No 1 Com. 4 mo 2 cars		4/4" 1s & 2s. 6 mo..... 2 car
4/4" 1s & 2s. 4 mo. 1 car		4/4" No. 1 Com. 6 mo 5 car
4/4" No 1 Com. 4 mo 2 cars		
QTD RED GUM		QTD WHITE OAK
8/4" 1s & 2s. 6 mo. 1 car		4/3" Com & Btr. 6 mo. 1 car

J. H. Bonner & Sons

AS 1		S&S No. 1 Common	
4 1/4" Leg Run	25,600 ⁰	4 1/4" No. 1 Common	147,000 ⁰
3 1/4" L. R. Run	10,000 ⁰	PLAIN WHITE OAK	
16 1/4" Log Run	42,000 ⁰	4 1/4" No. 1 Common	150,000 ⁰
12 3/4" Log Run	17,000 ⁰	5 1/4" No. 1 Common	27,000 ⁰
16 1/4" Log Run	17,000 ⁰	PLAIN RED OAK	
QUARTERED WHITE OAK		4 1/4" No. 1 Common	150,000 ⁰
1 1/2" FAS	10,000 ⁰	5 1/4" No. 1 Common	27,000 ⁰
1" FAS	10,000 ⁰	PLAIN WHITE OAK	
3/4" FAS	27,000 ⁰	4 1/4" No. 1 Common	150,000 ⁰
3/8" No. 1 Common	17,000 ⁰	5 1/4" No. 1 Common	27,000 ⁰
3/4" No. 1 Common	17,000 ⁰	PLAIN RED OAK	
3/8" No. 1 Common	17,000 ⁰	4 1/4" No. 1 Common	150,000 ⁰
3/4" No. 1 Common	17,000 ⁰	5 1/4" No. 1 Common	27,000 ⁰
1 1/4" No. 1 Common	17,000 ⁰	PLAIN WHITE OAK	

Stimson Veneer & Lbr. Co.
INCORPORATED

QUARTERED WHITE OAK		5' 1" No. 1 Com. & Btr.	80.00	5' 4" No. 1 Common	15.00
4' 4" 1s & 2s	15.00	5' 4" No. 1 Common	75.00	5' 4" No. 2 Common	100.00
4' 4" No. 1 & No. 2 Com.	200.00	6' 1" No. 2 Common	2.00		
5' 4" No. 1 Com & Btr.	17.00	QUARTERED RED GUM			
5' 4" No. 1 Com & Btr.	40.00	4' 1" No. 1 Com & Btr.	18.00		
PLAIN WHITE OAK		8' 1" No. 1 Com. & Btr.	30.00	PLAIN RED GUM	
5' 8" No. 1 Com & Btr.	17.00	4' 1" No. 1 Com & Btr.	18.00		
5' 8" No. 1 Common	15.00	6' 1" No. 1 Com & Btr.	45.00	QUARTERED RED GUM	
4' 1" 1s & 2s	15.00	4' 1" No. 1 Com. & Btr.	18.00		
4' 1" No. 1 & No. 2 Com.	64.00	5' 4" No. 1 Com. & Btr.	75.00		
5' 1" No. 1 Com. & Btr.	35.00	6' 4" No. 1 Common	7.00		
6' 1" No. 1 Com. & Btr.	15.00	8' 4" No. 1 Com. & Btr.	30.00	MIXED OAK	
FLORIDA OAK		5' 8" No. 3	100.00		
3' 1" No. 1 & No. 2 Com.	90.00	3' 4" No. 3	75.00		
4' 1" No. 1 & No. 2 Com.	150.00	4' 1" No. 3	75.00		
5' 1" Step Plank	12.00	4' 1" Sound Wormy	100.00		
5' 1" No. 1 Common	40.00	4' 1" Sound Wormy	35.00		
PLAIN SAP GUM					
5' 8" No. 1 Com. & Btr.	35.00				
4' 1" 1s & 2s	15.00				
4' 1" Wide Box Bds	7.00				
4' 1" Narrow Box Bds	17.00				

Brown & Hackney, Inc.

1 1/2" FAS	1 car	12 1/2" Bridge Plank	5	as
1 1/2" No. 1 Common	6	14 1/2" CAPRESS	2	as
PLAIN SAP GUM		14 1/2" No. 1 Shop	1	car
1 1/2" FAS	2	14 1/2" No. 1 Common	5	as
1 1/2" No. 1 Common	2	14 1/2" S & I	1	car
QUARTERED SAP GUM		14 1/2" S & I	1	car
4 1/2" Com. & Rtr	6 cars	14 1/2" No. 1 Shop	2	as
6 1/2" Com. & Rtr	6	14 1/2" S & I	1	car
12 1/2" Com. & Rtr	6	14 1/2" S & I	2	as
12 1/2" C. & R.	18	14 1/2" No. 1 Shop	1	car
PLAIN WHITE OAK		14 1/2" No. 1 Common	5	as
1 1/2" FAS	1	14 1/2" FAS	1	car
1 1/2" No. 1 Common	5	14 1/2" No. 1 Shop	1	car
1 1/2" No. 2 Common	5	14 1/2" No. 1 Common	5	as
1 1/2" No. 1 Common	1	ELM		
QUARTERED WHITE OAK	2	12 1/2" Log Run	1	car
1 1/2" C. & R.	2	12 1/2" Log Run	1	car
PLAIN RED OAK		14 1/2" No. 1 Common	5	as
1 1/2" FAS	1	WILLOW		
1 1/2" No. 1 Common	5	14 1/2" Log Run	2	as
1 1/2" No. 2 Common	5			
1 1/2" No. 1 Common	1			
PLAIN WHITE OAK				
8 1/2" R. & P.	5			

Erskine-Williams Lbr. Co.

HARDWOODS

"HOOSIER HAVE MADE

S.P. COPPOCK & SONS LUMBER CO.

Manufacturers and Dealers

Indiana
Quartered Oak
a Specialty

Hardwood Lumber

FORT WAYNE, IND.

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana
Quartered Red and White
OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

Pierson-Hollowell Lumber Co.

Manufacturers and Wholesalers
HARDWOOD LUMBER

Write for our prices on

WALNUT

Also get our prices on
OAK, WHITE ASH, BEECH
MAPLE, SOFT ELM, POPLAR
And other hardwoods

Pierson-Hollowell Lumber Co.
507-508 Lemcke Bldg., Indianapolis, Indiana

INDIANA HARDWOODS

HARDWOODS HISTORY

CYPRESS

TENNESSEE YELLOW

4' 4" Selects	15,000
4' 4" Shop (No. 1&2)	65,000
4' 4" No. 1 Common	80,000
4' 4" No. 2 Common	80,000
5' 4" Shop (No. 1&2)	30,000
6' 4" Selects	18,000
6' 4" Shop (No. 1&2)	70,000
6' 4" No. 1 Common	15,000
8' 4" 1s&2s	45,000
8' 4" Selects	45,000

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PLAIN WHITE OAK	PLAIN RED OAK
ASH	POPLAR
HICKORY	WALNUT
GUM	MAPLE, Etc.
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5/8" No. 1 Common	40,000'
3/4" No. 1 Common	75,000'
1/4" 1s & 2s	50,000'
1/4" No. 1 Common	50,000'
5/4" 1s & 2s	50,000'
5/4" No. 1 Common	75,000'

QUARTERED RED GUM	
4/4" 1s & 2s	35,000'
4/4" No. 1 Common	50,000'
5/4" 1s & 2s	70,000'
5/4" No. 1 Common	50,000'
6/4" 1s & 2s	35,000'
6/4" No. 1 Common	25,000'
8/4" 1s & 2s	75,000'
8/4" No. 1 Common	50,000'
10/4" No. 1 C. & B.	40,000'
12/4" No. 1 C. & B.	9,000'

QUARTERED SAP GUM	
5/4" 1s & 2s	100,000'
5/4" No. 1 Common	35,000'
6/4" 1s & 2s	25,000'
6/4" No. 1 Common	30,000'
8/4" 1s & 2s	75,000'
8/4" No. 1 Common	75,000'
10/4" No. 1 Common	19,000'

PLAIN SAP GUM	
5/8" 1s & 2s	100,000'
5/8" No. 1 Common	50,000'
3/4" 1s & 2s	35,000'
3/4" No. 1 Common	25,000'
1/4" 1s & 2s	100,000'
1/4" No. 1 Common	10,000'
1x13-17" Box Boards	100,000'
1x9-10" Box Boards	100,000'
5/4" 1s & 2s	100,000'
5/4" No. 1 Common	100,000'
4/4" No. 2 Common	20,000'
5/4" No. 2 Common	50,000'

PLAIN RED OAK	
3/4" 1s & 2s	20,000'
3/4" No. 1 Common	75,000'
1/4" 1s & 2s	100,000'
1/4" No. 1 Common	100,000'
4/4" No. 2 Common	100,000'
1/4" No. 2 Common	200,000'
5/4" 1s & 2s	15,000'
6/4" No. 1 C. & B.	10,000'
8/4" No. 1 C. & B.	30,000'

QUARTERED RED OAK	
4/4" No. 1 Common	15,000'
1/4" No. 2 Common	15,000'

PLAIN WHITE OAK	
5/4" No. 1 Common	10,000'
4/4" 1s & 2s	15,000'
4/4" No. 1 Common	15,000'
4/4" No. 2 Common	15,000'
5/8" No. 3 C. & B.	25,000'
QUARTERED WHITE OAK	
1/4" No. 1 C. & B.	17,000'
1/4" No. 2 C. & B.	15,000'

WILLOW	
1x12-17" 1s & 2s	15,000'
4/4" 1s & 2s	50,000'
1/4" No. 1 C. & B.	100,000'
4/4" No. 2 C. & B.	100,000'
5/4" 1s & 2s	5,000'
5/4" No. 1 C. & B.	50,000'
5/4" No. 2 C. & B.	75,000'
6/4" 1s & 2s	75,000'
6/4" No. 2 C. & B.	15,000'
8/4" 1s & 2s	15,000'
8/4" No. 1 C. & B.	10,000'
8/4" No. 2 C. & B.	30,000'

QUARTERED TUPELO	
4/4" No. 1 Common	20,000'
1/4" 1s & 2s	75,000'

PLAIN TUPELO	
5/8" No. 1 C. & B.	50,000'
3/4" No. 1 C. & B.	50,000'
4/4" 1s & 2s	100,000'
4/4" No. 1 Common	100,000'
6/4" No. 2 Common	100,000'
5/4" 1s & 2s	50,000'
5/4" No. 1 Common	50,000'
6/4" 1s & 2s	30,000'
6/4" No. 1 Common	30,000'
5/4" No. 2 Common	17,000'

COTTONWOOD	
4/4" 1s & 2s	100,000'
1x13-17" Box Boards	50,000'
4/4" No. 2 Common	200,000'
1/4" No. 1 Common	200,000'
5/4" 1s & 2s	50,000'
5/4" No. 1 Common	75,000'
5/4" No. 2 Common	65,000'
6/4" 1s & 2s	10,000'
6/4" No. 1 Common	100,000'
6/4" No. 2 Common	150,000'
ASH	
1/4" No. 1 C. & B.	5 cars
2" No. 1 C. & B.	3 cars
5/4" No. 1 C. & B.	3 cars
10/4" No. 1 Common	2 cars
3" No. 1 C. & B.	1 car

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Basswood Beech Maple
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Gauley, W. Va. Applecreek, Ohio

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Rock Elm, Soft Elm,
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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Vol. LII

CHICAGO, JANUARY 25, 1922

No. 7

Review and Outlook

General Market Conditions

WITH THE DATE of this issue the furniture markets have about been concluded, thus terminating one of the most valued indications of business in an important consuming industry. In retrospect the markets can be said to have developed quite satisfactorily. The inactivity of those disturbing influences which for the past two or three markets have rendered the results distinctly uncertain was noticeable.

An even procedure has characterized the business developing at all of the important shows. Orders have been widely placed, and purchases represent practically all sections of the country, with the single exception of the agricultural regions. Manufacturers' prices showed a reasonable level at the beginning, which plane was steadfastly maintained throughout. Various qualities and patterns of furniture experienced almost parallel movement.

Insofar as these features are concerned, and without respect to actual volume of business, the markets demonstrated an encouraging condition throughout the country, and in their significance, entirely aside from the actual movement of furniture, they have given reason for substantial expectations for business in general.

Insofar as the markets indicate the possibilities of the furniture business and concurrent movement of hardwood lumber, they have been quite satisfactory, sales developing in good volume, with every desirable reason to expect substantial road business. The situation at this market is not parallel to that of recent markets, where the promise of road business following the shows was never realized. In recent instances buyers have come to the markets in a belligerent frame of mind, and with the belief that the manufacturers were endeavoring to exact too high a figure for their product. Thus their indications of possible road orders were based on their belief that manufacturers might indulge in price slashing competition when the representatives went out after business. But by the time buyers had been interviewed by a few representative traveling men, their ideas of values were still further upset, with the result that they never did feel quite justified in placing orders under the more or less uncertain conditions that governed their own businesses.

This year such influences are absent, as prices have held notably firm. Buyers appreciated this fact on attending the sales, and there was no noticeable slashing during the markets. As a result their ideas of values on their return will not likely be upset by cut-throat competition for road business. Thus it can be reasonably expected that a fair percentage of the promise of good road business will be realized.

Stress is given to the furniture markets, primarily because it is

the most deeply significant factor on the consuming horizon, and secondly, because it is a good general indication of possibilities in business. Furniture is something which represents a conservative purchase by the average citizen. It is not an absolute necessity in many cases nor a luxury except in unusual cases. In other words, it can fairly be judged to typify the buying tendency of the public, and as it is a certainty that retailers' purchases are directly in line with their own sales, the satisfactory outcome of the markets does more than indicate merely a fairly good future for the furniture business. It presages a healthy development of business in general during 1922.

While we are apparently in the midst of winter, it is but a few weeks before spring will be with us. A large increase in building is almost positively assured. This in itself will greatly help lumber markets and in addition will continue as an influence in the matter of furniture purchases.

Another industry which is making a strong bid for revival is automobile manufacture. The slack times in the agricultural districts will of necessity continue as a retarding influence in this line, as in the agricultural implement field, but offsetting this is a great increase in the call for closed cars, which is resulting in materially augmenting the call for hardwood lumber in automobile construction.

Looking at the other end of the combination we find that production can not by any chance materially increase over present basis. The first of January saw practical cessation of those logging operations which are directly affected by weather. A certain measure will, of course, carry on, as provision has been made to do so, and further there is always a certain percentage of operations which are not prescribed by natural causes. With the evidence before it, HARDWOOD RECORD sees no reason for changing its estimate of 30 to 35 per cent of normal production for the winter months, and this can not be materially increased until spring.

HARDWOOD RECORD's estimates of this year's business are based not on the belief that there will be a rapid opening up, but rather on a legitimate expectation of sane but steady and consistent increase. Resulting increases in shipments will within the next two or three months have made sufficient inroads into available stocks as to have, at least, begun to overcome the unhealthy differential between the upper and the lower grades. This readjustment will, in our opinion, be based on an upward swing of the lower grades, followed possibly later as manufactured stocks come in, by slight downward tendency in the upper grades, stopping at a mean value a bit above the present average.

Production costs are in many instances down to former levels, but

it is impossible to conceive of a profitable selling price approximating former figures in view of the tremendous increase in transportation, taxes, carrying charges and other fixed expenses. Therefore, **HARDWOOD RECORD** believes that the final readjustment of prices will be on the basis of such percentage over former levels as is represented by the increase of total manufacturing cost, including all items, over former cost on the same relative basis of figuring.

This will undoubtedly be the long-pull result, and in the meantime **HARDWOOD RECORD** believes that when current and immediate future stocks are weighed against developing demand there will be a noticeable firming at least to the point where sales prices will show legitimate return on the investment.

Manufacturers to "Carry On"

THE FIRST MEETING of the board of governors of the American Hardwood Manufacturers' Association since the famous decision of the Supreme Court took place at Louisville on Saturday, January 14, the meeting being primarily for the purpose of determining what the immediate future of the association might be.

Two outstanding sentiments characterized the meeting, one a sincere desire to determine what the decision really means insofar as it affects the hardwood lumber industry and industry in general; second, determination to continue working until a specific definition either limiting or defining association functions is secured.

It is quite apparent from varied activities in Washington and from the attitude of the association members specifically, that this case has become more far-reaching than the prescribed limits of the American Hardwood Manufacturers' Association open competition membership. American industry in general is putting its weight behind the activities of the hardwood association for the purpose of compelling such interpretation as will enable industry to lay its course without fear of hitting the shoals of governmental action.

The meeting afforded opportunity for an analysis of the situation, and as the attending members of the board were brought to realize the possibilities of some relief the attitude noticeably changed. It is sufficient to say that a determination to maintain the organization in its structural form, pending what further developments may be brought about within the next month or two, was in no sense a matter of bravado, but the result of serious and earnest consideration of all phases of the situation.

It appears now that there are several possible means of at least partially favorable action. It is admitted that there is no expectation that the court will grant a rehearing. The petition will nevertheless be filed in due time so as to put the association properly on record in certain points, which it is felt the court's decision does not handle with strict fairness to the association's position.

Secondly, there is some possibility of modification of the injunction, and in this effort the association is backed by Secretary Hoover and the weight of a great number of representative associations of American business men. Such modifications if granted would likely be in the form of permission to gather basic statistics of the industry, eliminating all analyses or comments thereon and

permitting their compilation only for general publication in their original form.

There is the further possibility of developing more specific interpretation of the ruling through a test case, to which all interested organizations would unquestionably render their fullest support.

Petitions proposed will probably be withheld pending some possible ruling of the Department of Justice as the result of conferences between Secretary Hoover and Attorney-General Daugherty. Congressional action is conceded to be the last possible means of securing for American industry the right to legally gather such basic facts as are vital to intelligent administration of business and to utilization of the natural resources in keeping with the stipulations of conservation.

Southern Shippers Granted Relief

THROUGH THE DECISION of the Interstate Commerce Commission handed down last week, shippers of southern hardwoods were granted at least a fair measure of relief through reduction of freight rates from shipping territories to various important regions of destination. The reduction is made on the basis of a typical case, full tariffs not yet having been offered.

The plea of the Southern Hardwood Traffic Association was for return to rates effective prior to the 33 1/3 per cent advance in 1920, and in the sense that the decision grants reduction on the cents-per-hundred-pounds-basis and not to the full extent of the advance, the victory is incomplete. It is a fact, though, that the relief offered will be materially beneficial to southern shippers of hardwood lumber through opening up to them a greater shipping territory for their lower grades. Just how significant the decision may be and exactly what its effect upon all low grade shipments is can not be stated until full tariffs have been developed and definite and specific comparisons made. It is gratifying to know that the Southern Shippers, through their association, are not going to rest on the laurels already gained, but will continue the fight for complete relief with the same vigor and determination that marked the original battle.

The extent of the victory is demonstrated in the fact that lumber is one of the three commodities on which the Interstate Commerce Commission has allowed general reduction from the rates that became effective in August, 1920. It is unfortunate, though, that the decision does not give relief on inbound shipments of logs and similar rough material to the southern mills, as the cost of this phase of transportation is such as to present a serious problem to southern manufacturers whose timber is of necessity somewhat removed from operations.

Apparently the decision was granted through a realization by the commission, first, that former rates were in many instances unreasonable and responsible for throwing out of balance all freight relations within the hardwood industry, and second, because the commissioners could realize the likelihood that carriers might expect greater volume of shipment on more equitable rate adjustment, thereby strengthening their own position as well as that of the shipper.

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Southern Hardwood Rates Cut

Demands of Southern Hardwood Traffic Association Only Partially Met by I. C. C. Decision; Fight Will Be Continued

Bulletin

The Interstate Commerce Commission's decision in the Hardwood Case requires reductions from South and Southwest to Northern and Eastern markets ranging from 1 to 5½ cents, with a probable average of 3 to 3½ cents. Rates for similar hauls between other points are to be revised in harmony with the figures mentioned. No relief was granted on logs and other rough material. Shippers feel that buying will undoubtedly be stimulated because of measure of reductions and because the question is now settled for the time being at least.

(Signed) J. H. Townshend,

Secretary-Manager Southern Hardwood Traffic Association.

A reduction on hardwood lumber rates from Southern States of origin to destinations east of the Mississippi and north of the Ohio and Potomac Rivers, approximating ten per cent, was ordered by the Interstate Commerce Commission on January 20 on the complaint of the Southern Hardwood Traffic Association and individual lumber companies and other associations against the Illinois Central and other railroads.

The reductions are to be in cents per 100 pounds, which traffic officials of the railroads estimate will be equivalent to about ten per cent. No estimate as to the loss in revenue to railroads has been made.

The reductions are to become operative not later than March 16. The tariffs are to be filed not later than March 6 and effective ten days later.

The commission, in its opinion, stated that the rates assessed for the future will be unreasonable to the extent that they exceed the rates in effect August 25, 1920, before Ex Parte 74 increases, by more than the amounts in cents per 100 pounds from Missouri to Illinois, 6 cents; to C. F. A., 7 cents; and to Trunk Line Territory, New England and Virginia cities, 9 cents; from Texas, 8, 9 and 11 cents; from Louisiana, 8, 9 and 11 cents; from Arkansas to the respective territories in the order named, 7, 8 and 10 cents; from Mississippi, 7, 8 and 10 cents; from Alabama, 8, 8 and 10 cents; from Georgia, Florida, South Carolina and North Carolina, 9, 9 and 9 cents; from Virginia, 9, 8 and 8 cents; from West Virginia, 9, 7 and 8 cents; from Tennessee, 8, 8 and 9 cents; and from Kentucky, 7, 7 and 9 cents.

Six of the eleven commissioners joined in making the report. They admitted that the figures put into the record by the railroads reflected, as they said, "a rather unfavorable financial condition." The fact, however, did not preclude them, as they said, from finding particular rates or rates on particular commodities to be unreasonable when the testimony was sufficient to justify such a finding. The commission said that the financial condition and business outlook of the southern hardwood industry was far from encouraging.

The case afforded the commissioners an opportunity for expressing varying views, Chairman McCord, in a concurring opinion, declared that the conclusions of the majority fell short of substantial justice to the shippers.

Commissioner Campbell of Washington and Commissioner Potter, formerly president of the Carolina, Clinchfield and Ohio Railroad, also concurred. Commissioner Potter said he agreed with the majority only on the ground that the relationship of rates that existed prior to August 25, 1920, should be restored.

"This sweeping finding of unreasonableness is not supported in

the report by any citation of ton-mile earnings," said Commissioner Daniels in the principal dissent. "The finding is particularly unfortunate because it comes at a time when we are conducting a general investigation to determine whether we may lawfully require further rate reductions than those already made, not including this, and without awaiting the outcome of that inquiry."

Reduction In Log Rates Will Be Demanded

The victory won by the Southern Hardwood Traffic Association is considered a notable one, but it falls far short of what was asked for and what it is believed the hardwood shippers, in justice, should have. The order will have the effect of restoring, in a general way, the rate relationships in the hardwood rate structure which prevailed before the advances under Ex Parte 74 and of eliminating many of the inequalities which have existed since Aug. 26, 1920. But as an instance of the failure of the reductions ordered by the commission to meet the demands of the association, it may be stated that no reduction whatever, is ordered in the case of logs moving to the mills. As a result, J. H. Townshend, secretary-manager, and J. V. Norman, general counsel for the association, expected to arrive in Washington January 24 for the purpose of asking the commission for a substantial reduction in rates on logs and other rough materials moving to milling points and for further reductions in the rates on lumber. They will use the evidence submitted to the commission last September, during hearing of the formal complaint, in their efforts to secure the additional relief sought.

There is quite general disposition, however, to emphasize the fact that, although the reductions are not as substantial or as comprehensive as sought by the association, lumber stands as one of the only three commodities on which the commission has removed part of the advances made under Ex Parte 74.

Shippers Consider Decision as Favorable

Shippers regard the decision as favorable in two respects, First, as an entering wedge in the direction of lower rates on hardwood lumber and forest products, and, Second, as tending to stimulate demand through removal of expectation of further reductions for the time being. Keen disappointment is expressed over failure to include logs and rough materials.

"The decision will probably stimulate demand to some extent," said S. M. Nickey, president of the association, "but it does not go far enough with respect to reductions on lumber and forest products moving to consuming destinations, and it leaves out logs and rough materials altogether. This latter phase represents the most distinct disappointment in connection with the decision. It is utterly impossible for mills at Memphis and other junction points to operate successfully on the basis of these undisturbed rates on logs and rough materials and you cannot make this too emphatic.

"Mills at Memphis and other junction points will have to close down and quit business if the Interstate Commerce Commission or the railroads do not furnish relief from present excessive rates on logs and rough materials," declared James E. Stark, three times president of the association. "Roughly, these mills produce about 40 per cent of the hardwood lumber made, and if present rates are maintained and these plants have to be closed down there will be an advance in prices, which will restrict consumption of these commodities. Both the railroads and the industry stand to lose heavily unless rates on logs and rough materials are not substantially lowered."

Table of ew Rates

Table showing new rate and the amount of reduction from and to representative point, as prepared by the association, is given herewith:

Column 2. Amount of Reduction in Cents Per 100 Pounds

Column 1: New Rates in Cents Per 100 Pounds

FROM	TO	Chicago Column 1	Detroit Column 1	Cleveland Column 1	Buffalo- Pittsburgh Column 1	New York Column 1
Missouri:						
Kennett	31½ 3	36½ 3	38 3½	41 4½	50 4½
Arkansas:						
Helena	32½ 1½	37½ 1½	39 2½	39½ 2½	49 3
Brinkley	31½ 2½	39½ 1½	40 3	42½ 3½	51 3½
Marked Tree	33½ 2½	38½ 3½	41 3½	41½ 3	51 3½
Little Rock	36½ 3½	41½ 3	43 3½	46 4	51 3½
Camden	38½ 4	43½ 4	45 4½	47½ 2½	51 3½
Louisiana:						
Alexandria	40½ 3½	45½ 3	47 3½	48½ 4	52 3½
Oakdale	40½ 3½	45½ 3	47 3	48½ 4	52 3½
New Orleans	39½ 2½	44½ 3	46 3½	47 3½	52 3½
Texas:						
Mississippi:						
Charleston	35½ 2½	40½ 3	42 3½	43½ 3	51 3½
Greenville	35½ 2½	41½ 3	42½ 3½	43 3½	51 3½
Vicksburg	36½ 3	42½ 3½	43½ 4	42½ 3½	51 3½
Greenwood	38½ 3½	43½ 4	45 4½	46 4½	49 3
Meridian	38½ 3½	43½ 4	45 4½	46 4½	49 3
Tennessee:						
Memphis	32½ 0	36½ 1½	38 2	37½ 2	46 3½
Nashville	34½ 1	35½ 1½	36½ 1½	36½ 1½	43½ 2½
Chattanooga	37½ 2	37½ 2	37½ 2	36½ 1½	43½ 2½
Maryville	39½ 2½	39½ 2½	39½ 2	37 1½	43 2½
Alabama:						
Guin	37½ 1	41½ 3½	43 3½	42½ 3½	51 3½
Tuscaloosa	37½ 2	41½ 3	43 3½	44 4	47 2½
Mobile	39½ 2½	43½ 4	45 4½	46 4½	51 3½
Georgia:						
Macon	41½ 2	45½ 3	47 3½	46 3½	43 2½
Florida:						
Marianna	40½ 1½	44½ 3	46 3½	47 3½	48 4
Kentucky:						
Louisville	21½ 0	24 0	25 1½	26½ 1	38 2½
Paducah	21½ 0	28 1½	29½ 2	33 3	44½ 5
Campbellsville	33½ 1½	33½ 2	33½ 2	33 1½	47 3½
Quicksand	35½ 2½	35½ 2½	35½ 2	33½ 2	44½ 3
North Carolina:						
Asheville	44½ 2½	44½ 2½	44½ 2½	41½ 2	41½ 2
South Carolina:						
Spartanburg	47 3½	47 3½	47 3½	45½ 3	41½ 2
West Virginia:						
Pickens	34 1	29½ 2	27½ 0	20½ 0	33 2
Midvale	34 1	29½ 2	28½ 0	24 0	35 3
Boyer	35 1½	29½ 2	29½ 2	29½ 2	34 2½
Pax	35 1½	29 2	29 2	29 2	38 4
Parkersburg	26 0	22½ 0	19½ 0	18 0	32½ 1½
Virginia:						
Lynchburg	36½ 2	31 1	31 1	31 1	33 2
Abingdon	41½ 4	37 3½	37 2	37½ 4	40 5½

NOTE—These figures may be subject to slight changes when the decision is worked out in detail and put in tariff form.

Text of the Decision

The following is the complete text of the Interstate Commerce Commission's decision:

No. 12995.

SOUTHERN HARDWOOD TRAFFIC ASSOCIATION ET AL.

v.

ILLINOIS CENTRAL RAILROAD COMPANY ET AL.

Submitted October 10, 1921. Decided January 16, 1922.

Rates on hardwood lumber and forest products from points in the states of Missouri, Arkansas, Texas, Louisiana, Mississippi, Alabama, Georgia, Florida, South Carolina, North Carolina, Virginia, West Virginia, Tennessee, and Kentucky to central territory and other defined territories found unreasonable for the future to the extent shown in the report.

J. V. Norman and G. E. Graham for complainants.

Guernsey Orcutt, A. P. Humburg, Claudian B. Northrop, Charles Webber, Edwin A. Lucas, Edward D. Mohr, M. G. Roberts, H. G. Herbel, A. B. Enoch and Henry Thurtell for defendants.

T. M. Henderson for Nashville Lumbermen's Club; George B. Webster for Associated Coopers Industries of America; Arthur Hale for Elk River Coal & Lumber Company, interveners.

REPORT OF THE COMMISSION.

Cox, Commissioner:

Complainants are the Southern Hardwood Traffic Association, a voluntary organization of manufacturers and distributors of hardwood lumber and the products thereof, with principal offices at Memphis, Tenn., and various organizations and individual corporations having like interests. Other hardwood interests intervened in support of the complaint, which attacks as unreasonable the rates on hardwood logs, bolts, billets, and other rough material between points in the states of Missouri, Arkansas, Texas, Louisiana, Mississippi, Alabama, Georgia, Florida, South Carolina, North Carolina, Virginia, West Virginia, Tennessee, Kentucky, Indiana, and Ohio, and as unreasonable, unjustly discriminatory, and unduly

prejudicial the rates on hardwood lumber and other hardwood forest products taking lumber rates or arbitraries higher from points in the states named to the Ohio River crossings and to destinations in western trunk line territory, central freight association territory, including Illinois-Wisconsin territory, Buffalo-Pittsburgh territory, eastern trunk line territory, Canada, Virginia cities territory, and Carolina territory. Although Ohio and Indiana are included in the territory or origin covered by the complaint, the evidence was practically confined to traffic originating south of the Ohio River and our findings will not include rates from points in those states. The general rate level is assailed rather than individual rates, it being alleged that the increases since June 24, 1918, have resulted in transportation charges greater than the traffic can bear, and in undue prejudice to complainants and undue preference of competing shippers in Wisconsin, Michigan, and other northern states because of the widening of the spread in favor of such competing points resulting from percentage increases in rates.

Subsequent to the hearing complainants asked and were granted permission to withdraw from consideration that part of the complaint dealing with the rates on logs. These rates will not, therefore, be considered in this report.

On June 25, 1918, under general order No. 28 of the Director General of Railroads, commodity rates on lumber and forest products were increased 25 per cent, but not exceeding an increase of 5 cents per 100 pounds. On August 26, 1920, following the general increase authorized by us in Increased Rates, 1920, 58 I. C. C., 220, the interstate rates on these and other commodities were increased 25 per cent within the southern group as defined in that proceeding, 40 per cent within the eastern group, 35 per cent within the western group, and 33½ per cent between groups.

The specific prayer of the complaint is that the rates in effect August 25, 1920, be prescribed as reasonable and nondiscriminatory rates for the future.

Hardwood production is not confined to a single section. In 1918 the producing states, in the order of their importance, were Arkansas, West Virginia, Michigan, Wisconsin, Tennessee, Louisiana, and Mississippi. Large quantities were also produced in Pennsylvania, Ohio, Indiana, and New York in the north and in Virginia, Kentucky, North Carolina, and Missouri in the south. The total production in the northern states for the year mentioned is shown as 1,947,000,000 feet and in the southern states 3,212,000,000 feet.

Lumber Is Desirable Traffic

Lumber is desirable traffic from a transportation standpoint. It loads heavily, may be transported in any kind of car, moves the year round, and the risk to the carrier from loss or damage is negligible. It constitutes a substantial part of the tonnage of defendants. The statistics showing the relation of lumber tonnage to the total tonnage handled by defendants is not divided as between hardwood and other lumber.

The hardwood industry of the south is in a state of prostration. It was estimated at the time of the hearing in October that 75 per cent of the mills in the southern and Appalachian regions were closed. Many of those still in operation were running on short time. While there was a considerable falling off during 1921 in the hardwood-lumber movements, it is represented that the loss of traffic in the near future may be still greater. The current movement is due in part to the fact that mills have been getting out logs purchased under contracts heretofore made which call for the cutting of the timber within a specified time. When the first depression came in the lumber market large stocks of both logs and lumber were on hand at the mills and in the yards. These stocks have, to some extent, been moving. But the logging operations, which are conducted in the fall, are being greatly curtailed. A traffic witness for an important Mississippi Valley line stated that while the movement of logs in the autumn on his road is usually heavy, the movement during the past autumn has been light.

The movement of lumber via certain northern lines from points in Wisconsin to Chicago during the first six months of 1921 was approximately 61 per cent of the movement during the first six months of 1920. The movement of lumber from points in Indiana to various destinations in central freight association territory was also less in 1921 than in 1920 for comparable periods. This testimony purports to show that the business depression as it affects the lumber industry has been felt in the north as well as in the south.

Complainants do not seriously contend that the increases in freight rates alone are the cause of the business depression as it affects them. This depression is admittedly the result of lessened demand and rapidly falling prices which were themselves but manifestations of business conditions generally, an aftermath of the war.

Some Grades Back to Pre-War Value

During the first six months of 1920 lumber prices reached the highest mark in the history of the industry. The decline since that time is illustrated by the following comparisons of prices of oak lumber f. o. b. mill, per 1,000 feet, submitted by a Louisiana producer:

	July, 1920	July, 1921
Firsts and seconds	\$175	\$75-\$80
No. 1 common	150	30
No. 2 common	80	12

The prices of the better grades are still somewhat higher than before the

war, but this is not true of the lower grades, and the average log run price at the mills appears to be approximately at the pre-war level.

To meet the changed market conditions complainants have made substantial reductions in their operating costs. Wages, which constitute a large part of these costs, have been reduced 50 per cent in the past year. Production costs generally are now very near the pre-war basis, and it is said that no further economies in this direction are practicable. Complainants admit that transportation charges can not be said to have caused their present condition, and this admission is confirmed by the fact that prices of hardwood lumber at such a destination point as Cincinnati, Ohio, were, generally speaking, materially lower after the freight increases of August 26, 1920, than immediately prior thereto, but they point out that such charges now constitute the only element of cost which has not been reduced.

The plea for the removal of the 1920 increases is based primarily on the effect of these increases on the long-haul traffic. The center of production has gradually shifted southward, first to the southern Appalachian region and latterly to the lower Mississippi Valley, which includes Arkansas, Mississippi, Louisiana, eastern Texas, and eastern Oklahoma, and is the last great reserve of hardwoods in this country. On the other hand, the great consuming markets are still in the northern states of Illinois, Indiana, Michigan, Ohio, New York and Pennsylvania, and a large part of the southern output must be disposed of there, if at all.

Complainants do not contend that the rates from the south have ever been related to those from the north by fixed differentials, but say that the differences actually existing August 25, 1920, were the outgrowth of long experience and represented an adjustment which permitted the movement of the long-haul traffic from the south. General order No. 28, because of its maximum provision, did not disrupt materially this relationship, but the percentage increases of 1920 naturally increased the long-haul rates by greater amounts per unit than the short-haul rates. Representative lumbermen testified that if they were put back on the differences formerly in effect between the north and the south, they could and would resume operation; that the readjustment asked would not necessarily stimulate the consumption of lumber but would enable the southern hardwood dealers to enjoy a greater market in a large part of the consuming territory, and that if the former relationship were restored, "but on a higher level, we will take our chances so far as the rate is concerned."

Changes in Relationship

The changes in relationship which have resulted from the 1920 increases are illustrated by the following table of rates on hardwood lumber in cents per 100 pounds:

From—	To Chicago, Ill.		To Detroit, Mich.		To Buffalo, N. Y.	
	Aug. 25, 1920	Aug. 26, 1920	Aug. 25, 1920	Aug. 26, 1920	Aug. 25, 1920	Aug. 26, 1920
Wausau, Wis.	12.5	17	25.5	34	29.5	39.5
Memphis, Tenn.	24.5	32.5	28.5	38	29.5	39.5
Campbellsville, Ky. ..	26.5	35	26.5	35.5	26	34.5
Salt Lick, Ky.	23.5	33	19.5	27.5	22	31
Charleston, Miss.	28.5	38	32.5	43.5	33.5	44.5
Little Rock, Ark.	29.5	40	33.5	44.5	38	50.5
Brewton, Ala.	31.5	42	35.5	47.5	38	50.5
Alexandria, La.	32.5	44	36.5	48.5	41	54.5

¹ In effect Dec. 1, 1920.

Complainants' principal northern competition comes from the Wisconsin and Michigan mills. Chicago is the largest hardwood consuming point in the country. The August, 1920, increase in rate from Wausau, Wis., to Chicago was 4.5 cents, as compared with an increase to the same point from Memphis of 8 cents, from Campbellsville of 8.5 cents, from Salt Lick and Charleston of 9.5 cents, from Little Rock and Brewton of 10.5 cents, and from Alexandria of 11.5 cents. Applied to rough seasoned oak lumber the increase from Wausau would amount to \$2.02 per 1,000 feet, or \$24.75 per car of 55,000 pounds, whereas the increases from the southern points range from \$3.60 to \$5.18 per 1,000 feet and from \$44 to \$63.25 per car.

The burden of the rate increases did not, of course, affect equally all grades of lumber. Approximately 50 per cent of the lumber produced from the ordinary run of logs is known as low-grade lumber. While the high and medium grades can still be marketed to a considerable extent, it is claimed that the low-grade lumber, which is now selling at the mill at pre-war prices or less, can not under existing business conditions bear the transportation charges to the markets where it was formerly sold. As much of the low-grade lumber can not move except at an actual loss it is accumulating at the mills, where it rapidly deteriorates. Low-grade lumber has never yielded large profits, but its production is a necessary accompaniment of the production of the higher grades, and it must bring something in excess of the transportation charges if the business as a whole is to be successfully carried on.

Increased Movement Explained

Defendants oppose the reductions sought primarily because of their own unfavorable financial condition and secondarily because, in their judgment, the rates assailed are not unreasonable and are not responsible for the present plight of complainants. The testimony shows that more hardwood moved from certain points in the south during selected periods of 1921 than moved during corresponding periods in 1920. As previously indicated, however, the increased movement during 1921 may be attributed, at least in part, to the fact that large stocks of lumber were on hand at the beginning of the year and also to unexpired contracts previously entered into.

During the period of eight months ended August 31, 1921, the net railway operating income of class-I railroads for the continental United States

yielded a return of 2.64 per cent. In that period the return in the eastern district was 2.35 per cent, in the Pocahontas district 4.36 per cent, and in the southern district 1.58 per cent. For August, 1921, the returns were 5.02 per cent for all class-I railroads, 4.02 for the eastern district, 5.01 per cent for the Pocahontas district, 6.47 per cent for the western district, and 2.80 per cent for the southern district. For September, 1921, the return for all class-I railroads was 4.28 per cent, a decrease of 0.14 per cent under August, while the return for the southern district was 3.77 per cent, an increase of 0.97 per cent over August. The operating ratio was practically the same in the two months. The above returns are based upon the value of the property used in the service of transportation, as found by us in Increased Rates, 1920, supra, with certain adjustments reflecting subsequent additions and betterments.

The statement is made that the increase in recent months in net railway operating income is more apparent than real and has been accomplished to a large extent at the expense of maintenance. However, from carriers' reports on file with us it appears that the expenditure for maintenance in recent months has exceeded the expenditure for maintenance during comparable months in the test period of 1914 to 1917. The expenditure for maintenance in September, 1921, was 2.13 times the average for September in the test period. But in this connection we do not overlook the fact that during these periods equal expenditures did not result in equal amounts of work accomplished, due to the increased cost of materials, the higher level of wages, and other causes prevalent during and since the war. It is also apparent from the record that the expenditure for maintenance of certain of the defendants in recent months is below normal.

While the above figures reflect a rather unfavorable financial condition of the defendants for the periods named, this fact does not preclude us from finding particular rates or rates on particular commodities to be unreasonable when the facts are sufficient to justify such a finding.

Lumber Outlook Discouraging

The present financial condition and business outlook of the southern hardwood industry are far from encouraging. Defendants insist that this condition has resulted largely from stagnation in building and general business depression as well as from the increased use in recent years of cement and other lumber substitutes and is not the result of increased freight rates. On the other hand, as already pointed out, there is considerable testimony to the effect that if the reductions sought are established many of the lumber mills would resume operations. Complainants urge that the situation here is similar to that in Rates on Grain, Grain Products, and Hay, 64 I. C. C., 85. Our conclusions herein make extended comment upon this contention unnecessary, but the fact must not be overlooked that the carriers in the western district, which was principally affected by our decision in the Grain Case, were earning, as a whole, during a period shortly before our report in that case was issued, a return somewhat in excess of the return to which they were entitled under the transportation act, 1920, whereas the carriers principally affected in the present case are and have been earning as a whole substantially less than the return to which they are entitled under the law. Nevertheless it does not necessarily follow that the present earnings on hardwood lumber are properly adjusted to the aggregate earnings of the region, or that some readjustment may not be reasonable.

Complainants emphasize the fact that, because of the relatively long haul of hardwood lumber from southern points to consuming points in central and eastern trunk line territory, the percentage increase has had a peculiarly disturbing effect upon their business. We are convinced that there is merit in this point. In Increased Rates, 1920, supra, we recognized the probability that the percentage increases therein authorized might require readjustments both in the level of the rates and in their relationship. We there said:

Most of the factors with which we are dealing are constantly changing. It is impossible to forecast with any degree of certainty what the volume of traffic will be. The general price level is changing from month to month and from day to day. It is impracticable at this time to adjust all of the rates on individual commodities. The rates to be established on the basis hereinbefore approved must necessarily be subject to such readjustments as the facts may warrant. It is conceded by the carriers that readjustments will be necessary. It is expected that shippers will take these matters up in the first instance with the carriers, and the latter will be expected to deal promptly and effectively therewith, to the end that necessary readjustments may be made in as many instances as practicable without appeal to us.

Following that admonition, complainants sought to induce defendants voluntarily to readjust their rates, and with that object in view several conferences were held. These conferences failed to bring about a result satisfactory to complainants.

Relationship Disturbed

The percentage increases, as applied to rates on hardwood lumber from points on defendants' lines to points in western trunk line, central freight, and eastern trunk line territories have to a considerable extent disturbed the relationship of rates between the more distant hardwood-producing points of the South and the comparatively near-by producing points of Michigan, Wisconsin and other northern states. Manifestly this disturbance has been greater at some points than at others and the present record is inadequate for determination of the precise extent to which this disturbance has resulted at all destination points involved. In the basis which we prescribe herein, a consideration has been given to the measure of the rates and also to a contraction of the spread between the rates from northern and southern producing points to common markets, with a view to making the spread for the future bear a closer relationship to that which

existed prior to August 26, 1920. A revision of rates on hardwood lumber from southern points may stimulate the movement from those points to the destination territory described, and thereby increase rather than diminish the net revenue of the southern carriers.

We find that the rates on hardwood lumber here assailed will be for the future unreasonable to the extent that they exceed the rates in effect August 25, 1920, by more than the amounts in cents per 100 pounds shown in the table below. The following table is representative only, and rates from and to other points involved should be revised in harmony with the amounts prescribed below. It should also be understood that in revising the rates, no new fourth section departures or increases in existing fourth section departures are authorized, nor should such findings be construed as justifying or authorizing increases in any rates which are lower than if made on the maximum bases outlined:

From—	To Illinois	To C. line territory, F. A. New England and Virginia cities	From—	To Illinois	To C. line territory, F. A. New England and Virginia cities
	Cents	Cents		Cents	Cents
Missouri	6	7	Florida	9	9
Arkansas	7	8	South Carolina	9	9
Texas	8	9	North Carolina	9	9
Louisiana	8	9	Virginia	9	8
Mississippi	7	8	West Virginia	8	9
Alabama	8	9	Tennessee	8	9
Georgia	9	9	Kentucky	7	9

No order will be issued at this time, but carriers will be expected to file and make effective rates in accordance with the findings herein made not later than March 6, 1922, by publication upon not less than 10 days' notice.

Full Justice Not Granted Shippers

McCHORD, *Chairman*:

I concur in the conclusions reached by the majority as far as they go, but think they fall short of substantial justice to the shippers. With the light afforded by the record, I can only attribute to an unreasonable rate level the continued prostration of the hardwood industry in the face of a reversion to practically pre-war production costs, pre-war selling prices of the lower grades, and not greatly higher prices of the higher grades. Conceding that there may still be some play of other economic factors in the situation, the fact remains that transportation revenues are derived from traffic movements, not from mere rates; and it is manifestly antagonistic to the interests of both carriers and producers to maintain rates at levels that tend to curb, rather than to stimulate, a flow of traffic. To my mind, the record calls for more substantial reductions, and we should enter an order prescribing them.

I am authorized by Commissioner Campbell to say that he shares in these views.

POTTER, *Commissioner*, concurring:

I concur in the report with respect to reductions of rates to points where such reductions make for a restoration of relationships as they existed prior to August 26, 1920. It is my opinion that the complainants are entitled to such reductions on this ground and without regard to the other considerations mentioned in the report, my thought being that the disproportionate increases, by percentages, of the long-haul rates have, under existing conditions, become unjust and unreasonable and therefore the resulting rates are not just and reasonable. I do not assent to the sufficiency of any other reasons assigned for a reduction, nor do I concur in the reductions to points where such reductions do not make for a restoration of the former relationships.

Commissioner Daniels Dissents

DANIELS, *Commissioner*, dissenting:

The complaint, as amended, assails as unreasonable and as unduly prejudicial the rates on hardwood lumber from points of origin, generally south of the Ohio and Potomac rivers and from Missouri, Arkansas, Texas and Louisiana to destinations in western trunk line territory, central freight association territory, including Illinois-Wisconsin territory, Buffalo-Pittsburgh territory, eastern trunk line territory, Virginia cities territory, Carolina territory and Canada.

The report in terms makes no finding on the allegation of undue prejudice, but says:

We find that the rates on hardwood lumber here assailed will be for the future unreasonable to the extent that they exceed the rates in effect August 25, 1920, by more than the amounts in cents per 100 pounds shown in the table below.

This sweeping finding of unreasonableness is not supported in the report by any citation of ton-mile earnings. From Memphis, for a haul of 1,238 miles to New York, the yield under the current rates of 8 mills per ton-mile is reduced to 7.4 mills; to Chicago, for 532 miles, the ton-mile yield is reduced from 12 mills to 11.8 mills; to Cleveland, for 720 miles, from 11 mills to 10 mills; to Detroit, for a haul of 730 miles, from 10.4 mills to 9.7 mills. The yield per ton-mile found unreasonable in these instances is not compared with any ton-mile yield which is cited as a standard of

reasonableness. If the rates prescribed were to be applied universally on lumber and forest products, the effect on carrier revenue might well prove revolutionary. No evidence of record is cited in the report that shows or tends to show that rates reduced are unreasonable from the standpoint of earnings thereunder.

Despite the absence of any findings upon the allegation of undue prejudice, the report says:

Complainants emphasize the fact that because of the relatively long haul of hardwood lumber from southern points to consuming points in central and eastern trunk line territory the percentage increase has had a peculiarly disturbing effect upon their business. We are convinced that there is merit in this point.

Whatever the merit in this point, it is to be observed, per contra, that under Ex Parte 74, hardwood rates from the southeast to Ohio River crossings, Cairo, Louisville, Evansville, Henderson and Cincinnati were increased but 25 per cent, while from competing points, such as Wausau, Wis., and Cadillac, Mich., the corresponding increases to the same destinations were 33½ and 40 per cent, respectively.

Expects Other Complaints

Moreover, if we take Wausau, representing a typical northwestern producing point of hardwood lumber, the respective increases since June 24, 1918, including those under general order No. 28, as well as those under Ex Parte 74, as against Memphis are shown in the following table:

Haul	Distance	June 24, 1918	June 25, 1918	Present	Amount of increase as result of this report	
					Cents	Cents
Wausau, Wis., to	Miles	Cents	Cents	Cents		
Chicago, Ill.	317	10	12.5	17	7	7
Detroit, Mich.	589	20.5	25.5	34	13.5	13.5
Cleveland, Ohio.	674	21.6	26.5	35.5	13.9	13.9
Buffalo, N. Y.	838	24.7	29.5	39.5	14.8	14.8
Baltimore, Md.	1,114	27.5	32.5	44.5	17	17
Philadelphia, Pa.	1,134	28.5	33.5	45.5	17	17
New York, N. Y.	1,225	30.5	35.5	47.5	17	17
Memphis, Tenn. to	Miles	Cents	Cents	Cents		
Louisville, Ky.	377	12	15	19	7	7
Chicago, Ill.	532	19.5	24.5	32.5	13	12
Cleveland, Ohio.	720	24.8	30	40	15.2	12.5
Detroit, Mich.	730	23.7	28.5	38	14.3	11.8
Buffalo, N. Y.	913	24.4	29.5	39.5	15.1	12.1
Baltimore, Md.	1,055	29	34	45.5	16.5	14
Philadelphia, Pa.	1,146	30	35	46.5	16.5	14
New York, N. Y.	1,238	32	37	49.5	17.5	14

From an inspection of the last column it appears that, distance considered, the aggregate increases from Wausau will be greater than from Memphis.

Under such a showing we must expect to be confronted with complaints from hardwood producers in the northwest and central freight association territory for corresponding reductions in their rates.

This prospect but illustrates the extensive dislocation we must anticipate in the rates on lumber. We have frequently required an equalization of rates on hard and soft woods. What reason can be cited why yellow-pine producers should not demand the same rates as apply on hard woods for the same haul? It is true that more southern pine moved for the year ended September 1, 1921, under the present level of rates than moved in the preceding year. But this is also largely true of 60 per cent of the hard woods, grades Nos. 1 and 2 moving in practically undiminished volume under the present rates. If the curtailed movement of 40 per cent of the lower grade hard woods is to lower the general plane of hardwood rates, why should not the same considerations lower the entire plane of yellow-pine rates, because the plane of hardwood rates is reduced? If the yellow-pine rates are reduced, the rates on fir from the Pacific northwest will consistently come in for another reduction.

The record may warrant such findings and conclusions as were made in *National Live Stock Shippers League v. A. T. & S. F. Ry. Co.*, 63 I. C. C., 107, where we developed, on pages 116, 117, the fundamental principles which must guide us in rate situations analogous to this. It does not, in my opinion, warrant the broad finding here made of unlawfulness to the extent that rates in effect August 25, 1920, will be exceeded by more than determined amounts to some destinations and undetermined amounts to other destinations. This indefiniteness in itself demonstrates inability to prescribe the margin of reasonableness on movements to Canada, for example, or western trunk line territory, or the Ohio River crossings, from the widely differing points of origin which are indicated only by the names of states.

Northern Rates Not Standards

If the real basis for the finding is relationship of rates from the South to rates from Wisconsin and Michigan to common destinations, those northern rates are assumed as standards of reasonableness. They certainly are not so proved. The indeterminate standards of reasonableness on rates from the South set up by this report necessarily extend in their influence to all forest products from the south, and thus in turn affect all from the Pacific coast and inland empire, which will bring into direct issue the rates from Wisconsin and Michigan. Reduction there will start the wheel revolving again. But that is not all. Percentage increases such as were author-

(Continued on page 33)

North Launches New Publicity Drives

Assessments for Nation-Wide Exploitation of Birch and Maple Authorized at Annual Meeting of Northern Hemlock and Hardwood Manufacturers' Association; Fox is Unanimously Re-elected President

A rousing vote of confidence in the future was recorded by the Northern Hemlock and Hardwood Manufacturers Association at its annual meeting at the Pfister Hotel in Milwaukee, Wis., on January 20, when the members unanimously decided to enter into a new nation-wide birch promotion campaign and in addition the nation-wide exploitation of maple.

The formal aspect of this decision was the indorsement of a resolution drafted by the Board of Directors of the Association, which stated that "it is the unanimous opinion of the Board of Directors that we recommend to the convention that we assess all members 25 cents per thousand on birch shipments for promotion purposes, and 10 cents per thousand on maple, the maple assessment being contingent upon the Michigan Hardwood Manufacturers Association voting a similar assessment."

J. C. Knox of Cadillac, Mich., secretary-manager of the Michigan Hardwood Manufacturers Association, was present and announced that at a meeting of his association in Detroit on the previous day the members had unanimously agreed to an assessment of 5 cents per thousand feet on maple shipments, for the purposes of co-operating with the N. H. & H. M. A. in their maple advertising campaign. He said that 10 cents might just as easily have been agreed upon had the members of his association known that this assessment was desired. Arrangements might be made to raise the assessment to the desired sum, he believed.

The maple assessment will exclude flooring, as the maple flooring manufacturers are already conducting an advertising campaign, and will apply to No. 3 and better maple.

Among other important action taken by the association was the adoption of grading rules applying to hemlock timbers thicker than 2 inch and rules for No. 3 lath; the authorization of a committee to co-operate with the sales code committee of the National Hardwood Lumber Association, the underwriting of a subscription to the Blue Book for each of the 90 or more members. The underwriting was for a total of \$3,600.

In spite of his earnest efforts to be relieved from responsibility, M. J. Fox of the Von-Platen Fox Lumber Co., Iron Mountain, Mich., who devotedly served the association as president during 1921, was unanimously re-elected. Earlier in the meeting President Fox had asked that his name not be considered for re-election, because of the present heavy burden of his private business affairs, but when the report of the nominating committee was made by Geo. N. Harder, chairman, he feelingly expressed the affection of the members for their 1921 president, and urged the necessity of his continued presence at the helm of the association. Mr. Fox was forced to yield to the enthusiasm with which this nomination was received by the members.

With Mr. Fox the members elected C. C. Collins, vice-president; Geo. E. Foster, treasurer; R. B. Goodman, E. A. Hamar, W. B. Clubine, Geo. N. Harder, Chas. K. Kinzel and Chas. W. Fish, directors; J. R. McQuillan, chairman of the Committee on Grades; M. P. McCullough, chairman of the Bureau of Promotion; J. L. Osborne, chairman of the committee on Legislation and Transportation.

Mr. Harder explained that the committee had recommended the

re-election of some of its own members as directors, because it thought it best to keep the same leaders at the head of the association during this critical juncture in the affairs of the lumber industry, and had policy to make a change at such time. The nominating committee comprised besides Mr. Harder, W. B. Clubine and A. L. Osborne.

The report of the resolutions committee, presented by R. B. Goodman, chairman, contained four resolutions. The first indorsed the plan for the construction of an inland waterway through the Great Lakes to the Atlantic Ocean, and urged that the congressmen and senators of the Lake States use their influence to secure favorable action on the project from the Federal government. The second expressed disapproval of the proposed legislation providing for the transfer of the Forest Service from the Department of Agriculture to the Department of the Interior and asked that this

transfer be not made. The third resolution instructed the Secretary of the association to express the association's indorsement of House Roll 9575, providing an appropriation of \$40,000 for the establishment of a Forest Experiment Station for the Lake States, and urge the Congressmen and Senators of Wisconsin, Michigan and Minnesota to support the measure in the National Congress. The fourth resolution expressed the deep grief of the association at the death of Murdock McLeod.

The principal speaker of the day was Wilson Compton of Washington, D. C., secretary-manager of the National Lumber Manufacturers Association. Dr. Compton discussed the Supreme Court decision in the American Hardwood Manufacturers Association case, which was handed down just one month prior to the meeting at which he spoke. He deplored the inclination of some trade associations to be panic stricken by the ruling and pointed out the folly of precipitate action. It would be most unwise and presumptuous of him, he declared, to

attempt to deduce from the decision a specific plan of action for any trade association. But he believed that any association which conducted its activities as good citizens and with a sensitive regard for the interests of the public as well as themselves would not come in conflict with the decision. Because of the attitude of Governmental departments the decision in the hardwood case had created a problem not only for lumber associations, but all trade organizations in the land, he said. However, the fact remains that the decision itself "did not settle anything." It did not alter the fundamental law of the land nor create new law. The Supreme Court's ruling was based strictly upon the facts in the record of this one case and can not be specifically applied to other associations. The decision does not involve a wholesale decapitation of trade associations, and the Government has shown no disposition to destroy the legitimate co-operative efforts of business men. In short, trade associations should continue to be guided in their activities by the law as it now stands; they should seek the best possible legal advice on what the law is and then be guided by their conscience.

In his annual address, delivered shortly after the opening of the meeting, O. T. Swan, secretary-manager of the association declared



M. J. Fox, Re-Elected President

that the association is indulging in no activities which should cause them to feel embarrassment over the decision and that the activities will continue until such time as the association may be advised to the contrary. "There is nothing developing out of this decision," he said, "that should cause the members of this association to think that it is going to be broken up."

The association has met at a critical juncture in its history, Mr. Swan continued, but this crisis does not grow out of the decision in the Hardwood Case. He then explained that the time is critical because it marks the completion of their trade promotion campaigns and the time for deciding on the financing of new campaigns.

When this question was taken up later the discussion was opened by M. P. McCullough, chairman of the bureau of promotion, who read his annual report of trade promotion activities. He reported the success of the hemlock advertising campaign in the Lake States and of the "Beautiful Birch" campaign throughout the nation. As a result of the several years of hemlock publicity this wood is "much better known and has a higher standing than it had five years ago," he said. The publicity has made it easier to meet the strong competition offered by fir and southern pine and enabled hemlock to "meet this competition on a basis of a comparison of actual quality and usefulness without so many of the old underlying ideas of prejudice which had so frequently to be met.

And he continued:

"There is no question but that the slogan 'Beautiful Birch' repeated in our advertising two million times per month backed up by the statements explaining the hardness, beauty and adaptability of this wood have given Birch a standing and have created a demand which would not have otherwise existed.

"During our two best years we had about \$25,000 available for Hemlock advertising and almost an equal amount for the Birch advertising. A year ago your committee was faced with a proposition of a greatly reduced income. It was then necessary to decide whether we should cut down the list of publications used so that the work might continue on a reduced scale throughout 1921 or to continue the large program of 1920 during the first half of last year. Your committee felt that it would be much better to use all the magazines then on our list during the Winter and Spring months, when, our experience shows, people are most eagerly reading and studying about building problems, and to discontinue the work during the Summer, with the idea that if business improved and it appeared that our available funds would be increased we would then take up the advertising again in the Fall and Winter.

"As you know, lumber shipments did not improve during the last half of the past year to an extent justifying the further expenditures. The total cost of Hemlock advertising last year was approximately \$11,000, while that of the Birch will be about \$12,000 when all bills are settled.

"This does not include charges for a great deal of printed matter which is being mailed out continually, but which was printed last year or in earlier years. I am very glad to be able to report that there is no deficit in the Birch account which will not probably be met after final settlements have been made as of January 1st, unless your final shipments reports are much below the careful estimates which we have used as the basis for our expenditures. There may be a deficit in the Hemlock account."

Mr. McCullough concluded his report with the statement that he believed it would be a calamity for the association to discontinue the advertisement of its woods at this time. He urged the continuation of the birch campaign and the spending of more money in order to do this on an enlarged scale. He advocated, also, the

exploitation of maple, but advised that the hemlock publicity would have to be discontinued, as it would be too great a burden to advertise three woods at one time.

Mr. McCullough was followed by Murray Springer of Crosby-Chicago, the agency which has handled the advertising campaigns for the association. Mr. Springer declared that the association had a "tremendous opportunity to capitalize the values already created by their long campaigns of publicity." The advertising has already created a trade mark value in the Birch trade mark, which the association can cash in on with future publicity. He said that the thought on the campaign for the future is to develop outlets for the lower grades. He believed that this might be accomplished.

Another reason he gave for continuation of publicity was the "growing preference in the public mind for American woods in American furniture." He cited the remarkable growth of the popularity of walnut as a case in point.

The annual address of President Fox was characteristic of his commonsense philosophy. It went Lincoln's Gettysburg address better by over 200 words. He said:

"General business is improving; spring time is near, birds are singing in our trees; taxes are increasing; God is still in His heaven, and all is well."

Mr. Fox prefaced his "short and sweet" address with the reading of a newspaper clipping, which ridiculed the long drawn out public address.

In his report as chairman of the Committee on Legislation and Transportation, A. L. Osborne, chairman, addressed himself to the railroad problem and the Supreme Court decision, upon both of which he had some very pungent and pointed remarks to make.

He declared the railroads of the country are not getting a square deal and that they are between the Devil of the Interstate Commerce Commission and the Deep Blue Sea of the Railroad Labor Board. He advocated the reduction of wages of railroad labor upon the basis of the wages of lumber and other labor groups. By this and other means he said he would reduce the operating expenses of the railroads by \$900,000,000, which should be followed by a rate cut of \$600,000,000, leaving a balance of \$300,000,000 for improvement of equipment and service. He said that as a representative of the

association in national transportation matters his first thought will be to see that the railroads get a fair return on their investment.

Mr. Osborne characterized the Supreme Court decision in the Hardwood Case as reactionary and evidencing an oversensitiveness as to the rights of the public as opposed to the rights of business men. He believed that under the Hardwood Case ruling the activities of trade associations are likely to be considerably curtailed.

By putting the stamp of its disapproval on trade associations, as it had done, Mr. Osborne believed the Supreme Court had done the public great harm, instead of good. Trade associations, he declared, are beneficent, in that they protect the weak and less efficient members of industry. This enables these members to survive periods of depression that might otherwise wipe them out. This tends to stabilize industry and prevent sharp fluctuations of production capacities. Under the old cruel, ruthless method of competition, which apparently the Supreme Court wants restored, the weaker members of industry got no quarter during a period of stress, such as we have just passed through. In the fight for business during a period of low demand they would be eliminated and removed from the field of production. When demand revived, only the strong representing a minimum production, would have survived. Then prices would soar, the strong and ruthless would hold undisputed command of the markets and the public would suffer accordingly.

(Continued on page 27)



O. T. Swan, Secretary-Manager

Southern Hardwoods

Well Manufactured from Good Timber

Unexcelled Quality and Service

For twenty-five years Paepcke Leicht quality hardwoods have satisfied the most exacting users in the wood-working industries of the United States, Canada and Europe.

Strict uniformity of inspection and quality year after year, with a truly superior service, have consistently kept old customers on our books.

Your interest, also, lies where you can get the most in satisfaction and value.

We Specialize in Oak and Gum

PAEPCKE LEICHT LUMBER COMPANY

GENERAL OFFICES

Conway Building
111 West Washington Street
CHICAGO, ILL.

BAND MILLS

HELENA, ARK.
BLYTHEVILLE, ARK.
GREENVILLE, MISS.

Indiana Hardwood Men Pick Sale for Chief



Donated by E. C. Atkins & Co., Indianapolis, Ind.

At the closing session of the thirty-third annual convention of the Indiana Hardwood Lumbermen's Association at the Claypool hotel, January 20, H. B. Sale, of Fort Wayne, was chosen president of the organization. Other officers elected are Frank L. Donnell, of Greensburg, first vice-president; William H. Day, of New Albany, second vice-president, and Edgar Richardson of Indianapolis, secretary-treasurer.

One of the speakers at the convention was William A. Guthrie, chairman of the State conservation commission, who cited facts from world history to emphasize arguments that the United States, and particularly Indiana, must awaken to the need of increased timber production by putting to work many thousand acres of idle and waste lands. The total consumption yearly of sixty-five billion board feet of products, exclusive of fuel wood, compared with the annual growth

of corresponding material in the forests of the United States, estimated at nine and one-half billion board feet, is the basis for the frequently made and substantially correct statement that timber is being cut in this nation four and one-half times as fast as it is grown. He called attention to the fact that the waste acreage in Indiana, most adaptable to reforestation, lies in the southern part of the state. There are about 1,000,000 acres of the Ohio River watershed which are only suited for growing trees because the land is too rough and scabrous to permit profitable cultivation. The soil also is constantly subject to wash and erosion, and during the many years this land has been stripped of its original forests, it has deteriorated until now it is practically worthless from an agricultural point of view. Mr. Guthrie advocated the purchase of this land, some of which contains second growth timber up to ten and twenty years old, and argued in favor of State and Federal ownership, rather than individual ownership, for the reason timber is a

long time crop and the individual in a business which yields such slow returns is hard to find to make an investment.

The association adopted resolutions urging the next Legislature to purchase for the State thousands of acres of potential forest lands. Copies were ordered sent to Governor Warren T. McCray and to members of the State Conservation commission.

The convention closed at night with a banquet in the Riley room of the Claypool. Mr. Sale presided and speeches on the lumber trade and the outlook for the coming year were made by F. F. Fish of Chicago, secretary of the National Hardwood Lumber Association; Earl Palmer, of Memphis, Tenn.; John W. McClure, of Memphis, Tenn., and Charles A. Goodman, of Marinette, Wis. Vaudeville features preceded the formal program.

Coincident with the convention the Marion county commissioners announced plans to create an immense Marion county forest preserve which would include several thousand acres of wooded tracts bordering Fall Creek and Eagle Creek, as well as a number of locations in the county to which historical or sentimental value attaches, to be used as a playground for residents of the county and to preserve the natural beauty of the property for future generations. Their proposal includes the acquisition of several tracts of land containing at least some timber, upon which trees would be planted, possibly the construction of golf links in the open areas and the construction of hard surface roads connecting all of the tracts, having at least one connection with a hard surface road leading into the city. The plan, which is patterned after the forest preserve of Cook county, Illinois, (Chicago), has the approval of Leo K. Fesler, county auditor, and Richard Lieber, director of the state conservation department. If the state law permits the acquisition of county forest preserves, the commissioners intend to have the county surveyor prepare a complete survey if available wooded tracts that could form the nucleus of such a system are found. The commissioners propose to finance the purchase of such property by means of special bond issues. They believe public spirited citizens would add to the park by gifts. The commissioners say that a number of beautiful wooded tracts that contain a fair amount of forest trees are available on the banks of Fall Creek and Eagle Creek.



H. Brooke Sale, President



Frank L. Donnell, First Vice-President



G. H. Palmer, Retiring President

HOLLY RIDGE HARDWOODS

Branded HR

GUM OAK ASH ELM CYPRESS

THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

BAND MILLS
HOLLY RIDGE, LA.
ST. LANDRY, LA.
MONROE, LA.
MEEKER, LA.

**BRANCH SALES
OFFICES**
DETROIT, MICH.
BALTIMORE, MD.
KANSAS CITY, MO.
INDIANAPOLIS, IND.

HOLLY RIDGE LUMBER CO.

INCORPORATED

MAIN OFFICE

LOUISVILLE, KENTUCKY

Michigan Manufacturers Meet



J. C. Knox, Secretary-Manager

The mid-winter meeting of the Michigan Hardwood Manufacturers' Association was assembled at the Statler Hotel in Detroit on January 19, with about 50 present representing twenty-six members and including several visitors.

President F. O. Barden, of the Boyne City Lumber Co., Boyne City, made introductory remarks concerning the effect of the recent Supreme Court decision on the activities of the association and called upon Secretary J. C. Knox, of Cadillac, to

read a letter written to the association by Attorney Edward S. Clarke, of Bay City, Mich., in which he expressed the opinion that the monthly stock report gotten out by the Michigan association is entirely lawful and harmless, but that the weekly sales report is "somewhat nearer the line of doubt, but standing by itself I consider this also lawful and harmless."

Attorney Clark stated that evidently the Supreme Court "read between the lines of the Memphis plan an illegal intent. This appears clearly throughout the court's opinion."

Mr. Clark called attention to one important point, when he said, referring to the majority opinion:

Justice Clark has used one argument which, so far as I know, has never previously been used in a decision under the Sherman law. This is the argument that real competitors do not exchange information of the kind exchanged by the American Hardwood Manufacturers' Association. In other words, he is basing an argument on human nature.

It is important, therefore, for you to consider whether there is anything in your plan which is contrary to the natural course of conduct of competing manufacturers. If so, that element of your plan will prove dangerous.

In conclusion he said:

I see no reason why the Michigan Hardwood Manufacturers' Association should not continue its activities providing the reports exchanged "simply supply to each member the amount of stock held, the sales made and prices received in order to furnish data for judging the market on the basis of supply and demand and current prices."

Compton Speaks on Decision

Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, Washington, D. C., was present at the meeting and was called upon by President Bardon to express his opinion as to the effect of the decision. He said that the National association was continuing its work as in the past and did not contemplate any change. He said that Secretary Hoover, of the Department of Commerce and Attorney General Daugherty were getting together on an understanding of what constituted lawful association activities and a public statement of some sort might be expected from them shortly, which would, to some extent at least, bring about a clearer idea of the matter.

Secretary Knox read his regular report, which was regarded as

a model of an association record of matters accomplished and work to be done, in part, as follows:

Secretary's Statement

You will note from the balance on hand January 14, 1922, that there will be no need of an assessment for the first six months of this year and perhaps later, unless some unforeseen expenditure presents itself. The cash balance on hand January 14 was \$12,462.51, of which \$12,000.00 is in certificates of deposits bearing four per cent interest.

MINIMUM ASSESSMENT: We wish to bring before you today the question of reducing our minimum assessment, which at present seems too high basing on present conditions. There was a time when no minimum was exacted from our members, then we made the minimum assessment \$30, then \$50, then \$100 and at present \$200. Will you kindly give this matter consideration and say what your pleasure is concerning the same?

RAILROAD FREIGHT RATES: If there is one item of expense in the lumber business that needs reduction over another it is that of railroad freight rates. I have in mind the present rate on lumber in carload lots from Cadillac to Grand Rapids. In 1907 the rate was 7 cents per 100 pounds for 98 miles. The present rate is 16 cents per 100 pounds, which is out of all proportion to the service rendered for that distance. Some of this advanced rate can be accounted for by the Michigan zoning system, which I believe is the highest, considering the length of haul, of any state in the Union. This question was spoken of by Traffic Manager Tuttle, who addressed us at our October meeting in Grand Rapids, and an appropriation of \$250 was voted to the Michigan Traffic League in order that something might be started to have this basis of rates reduced. We are not looking for a general reduction in freight rates, but do look for a reduction in some commodity rates, such as coal, lumber, building materials, etc. The Michigan lumbermen's interests are being looked after by Traffic Manager Ewing of Grand Rapids, and either he or Attorney George N. Brown of Brown & Boyle, Washington, will present our case at the general hearing covering reduced rates on lumber and forest products in Washington January 26 and 27. We are advised that the rates on lumber and forest products from Michigan territory to Pacific coast terminals will be reduced from 113.5 from Lower Peninsula and 106.5 from Upper Peninsula to 85 and 80, effective January 30. The Central Freight Association lines have for some time been considering a reduction in the Michigan lumber rates of 85 per cent of the sixth class, and this agreement has been passed by those lines, but is now delayed in the executive committee, with prospects of an early ruling.

MAPLE ADVERTISING CAMPAIGN: President Fox of the Northern Hemlock and Hardwood Manufacturers' Association was present at our fall meeting and spoke in regard to a proposed maple advertising campaign to be carried along similar lines as their birch campaign, and desired the members of our association to look into this matter and get something started along that line. The Maple Flooring Manufacturers' Association have recently gone into such a campaign, and some of our members can give us some information as to their views in the matter. We may not be able to advertise beautiful maple the same as "Beautiful Birch for Beautiful Woodwork," but we can vouch for the general use of maple for a great many more uses than it is now being put to. Shall be pleased to have you consider this.

NATIONAL FORESTRY LEGISLATION: The chairman of your forestry committees was not able to represent us at the forestry hearing in Washington beginning January 9, and through suggestion of Mr. Compton of the National Association we prevailed upon A. L. Osborn to represent both Wisconsin and Michigan at this meeting. On account of illness Mr. Osborn was not able to go, but his place was taken by Secretary Swan of that association.

TRANSIT CAR CASE: We have been asked to make a contribution to aid the National Retail Lumber Dealers' Association in the Transit Car Case. As you know we intervened in this case, together with the Northern Hemlock and Hardwood Manufacturers' Association, by way of moral and did not pledge ourselves to aid the case financially. We are now asked to make a contribution, and it is up to the members present to say whether they desire to consider same or not.

STANDARDIZATION OF RAILROAD TIES: There is a movement on foot to affect the standardization of railroad ties. Of course we are interested in this and will see that our association is represented when this question comes up. Any change in the specifications will be scrutinized very closely.

TARIFF ON LUMBER: Chairman Keith of the committee on governmental relations brought this question up, and it was placed before our member of the governmental relation, Mr. Rayburn and others, and it was the consensus of opinion that we let the matter rest as it is at present.

Speaks on Mapes Bill

P. L. Buttrick, assistant professor of forestry, Michigan Agricultural College, read the Mapes Bill, lately introduced in Congress

by Representative Mapes of Michigan, which favored the establishment of a forest experiment station in the lake states territory and presumably in Michigan.

Dr. Compton stated that he thought this bill would advance the forestry program and favored its approval. He also made a brief statement of the forestry conference held at Washington January 4, 5 and 6.

The Mapes bill was, on motion, referred to the forestry committee, of which Herman Lunden, of Bay City, is chairman.

W. L. Saunders, of Cadillac, chairman of the railroad committee, reported on the work of his committee in the direction of securing more favorable freight rates.

After full discussion of the question of advertising maple in conjunction with the Northern Hemlock and Hardwood Manufacturers' Association, H. N. Wrape of Bay City offered a motion, which was unanimously adopted, that an assessment of 5 cents a

thousand feet on shipments of maple lumber be made and that it be effective from January 1, the first installment to be collected February 15 on January shipments.

On motion, carried unanimously, the minimum assessment on members the coming year was reduced from \$200 to \$100, thereby relieving many of the smaller manufacturers of a considerable burden.

The transit car problem was put before the meeting but few of the members expressed much interest in it and no action was taken.

It was voted to compile figures on cost of manufacture and Secretary Knox was instructed to send out blanks to the members in order that present costs might be arrived at.

Luncheon was served at one o'clock and it was one of the delightful affairs for which Secretary Knox has built up a most enviable reputation among his membership.

North Launches New Publicity Drive

(Continued from page 22)

Mr. Osborne read the report of the traffic manager, F. M. Ducker. One paragraph of this report advised that on instruction from the Board of Directors a brief had been filed with the Interstate Commerce Commission, placing the condition of the northern manufacturers as to lower grades before the commission and asking, in the light of the Southern Hardwood Traffic Association's demand for lower rates, that no changes be made in rates from other territories until corresponding changes be made in rates in the northern territory. Mr. Osborne said by way of comment that if rates should come down in the West and South, "they should step down as they stepped up," and the old relationships be restored.

Secretary-Manager Swan reported on his trip to Washington to attend the Congressional hearings on the national forestry policy. He said that he had refrained from appearing before the Forestry Committee for cross-examination, but followed the example of the Southern Pine Association, permitting the committee of the National Lumber Manufacturers Association to speak for his association, thus giving proof of the unified policy of the regional members of the association.

He merely filed a brief statement calling the attention of the committee to the desire of his association to have the public bear its proper share of the expense of conservation and reforestation. The association also protested against giving the Secretary of Agriculture or other Government authority the power to control the methods of cutting and planting of trees on the lumbermen's private holdings.

Mr. Goodman reported on the activities of the Sales Code Committee of the National Hardwood Lumber Association, and secured the authorization for the appointment of a committee of five to co-operate with the National committee, and represent the association when the report of the Sales Code Committee is presented at the annual meeting of the National Hardwood Lumber Association in Chicago in June.

Edward Hines insisted that in the adoption of a Sales Code nothing should be done to set aside nor weaken the Uniform Terms of Sale, which after years of effort 90 per cent of the lumber industry has adopted.

American Hardwood Manufacturers' Association Will "Carry On"

The American Hardwood Manufacturers' Association will "carry-on", functioning along lines of trade extension and other activities which are not in conflict with the ruling of the Supreme Court in the open competition plan case, according to the very emphatic statement of John M. Pritchard, secretary-manager, on his return to Memphis from the Louisville meeting of the board of directors of this organization January 14.

Mr. Pritchard was highly pleased with the fine spirit which characterized the meeting of the official board and with the unanimous sentiment in favor of the keeping of the organization functioning in behalf of the hardwood lumber industry in every legitimate channel.

James E. Stark, chairman of the executive committee, also expressed himself as very much gratified with the spirit which prevailed at Louisville, saying that this is an excellent omen for the future of the association.

In addition to the determination of the directors regarding continuance of the association, other outstanding features of the Louisville meeting were:

Decision to file, through L. C. Boyle, the association chief of counsel, motions for a reopening of the open competition plan case and for modification of the injunction; calling of a general meeting of the entire membership in annual session at Louisville within the next six weeks; and authorization and appointment of a committee of five to confer with Secretary of Commerce Hoover with

a view to securing an interpretative ruling from the Department of Justice regarding application of the decision of the Supreme Court with respect to the rights of the association to gather and disseminate the basic facts of the industry. Appeal for Congressional action in the matter of modifying the injunction was spoken of as the last resort.

James E. Stark is chairman of this special committee. The other members are: W. E. DeLaney, H. B. Anderson, Fred Arn and M. W. Stark. The former said Friday, January 20, that he and his associates are waiting the outcome of the present conferences between Secretary Hoover, of the Department of Commerce, and Attorney General Daugherty, of the Department of Justice, concerning interpretation of the decision of the Supreme Court and that nothing would be done until something tangible came therefrom.

In the meantime, it is pointed out that, while General Boyle has been authorized to file a motion for a re-opening of this case, nothing will probably be done in that direction until it is ascertained whether or not any relief will come out of the conferences to which reference has already been made. It is likewise emphasized that an interpretative ruling from the Department of Justice, if satisfactory to members of the association, would greatly simplify the future course of this organization. The hope is therefore expressed that such an interpretative ruling may be available before the annual of the association is held in Louisville.

The date for this has not been fixed and news from Washington will, in all probability, have something to do with the time for the annual gathering of members of this organization.

News from the National Capital

Witnesses Support Snell Bill at Hearings

Representatives of newspaper publishers, timber owners, lumber manufacturers, paper manufacturers, forestry associations and woodworking industries appeared before the House Committee on Agriculture during the week of January 9 and advocated the Snell forestry-policy bill (HR 129).

The hearing was opened by Representative Snell, who introduced the bill, which, with slight changes, has been introduced in the upper house by Senator McCormick of Illinois. Mr. Snell explained that the bill was supported by the National Forestry Program committee, which included the Association of Wood Using Industries, the American Newspaper Publishers' Association, the American Paper and Pulp Association, forest societies and other kindred organizations.

The bill provides for the inauguration of a national policy of forest production on lands suitable for it, whether in public or private ownership. It appropriates \$3,000,000 for a survey of the forest resources of the country, \$1,000,000 for co-operative investigations, in which the states are to contribute dollar for dollar, \$1,000,000 for experiments in reforestation and the utilization of wood, and \$50,000,000 for the extension by purchase of the national forests. Provision is also made for the inclusion of additional areas of the public domain in the national forests.

Kirby Is Star Witness

After four days of the hearings to determine the essential features of a forest policy bill, the House Committee on Agriculture heard John Henry Kirby of Houston, Tex., president of the National Lumber Manufacturers' Association. So practical, sensible and able was Mr. Kirby's presentation that at the end of his testimony he received a round of applause in which many of the members of the committee joined heartily. They had listened patiently to a score of witnesses, including Gifford Pinchot, former Chief Forester of the United States Forest Service, and other experts, some of whom had elaborate schemes for solving the forest policy program. When Mr. Kirby appeared as almost the last witness, he frankly admitted that he possessed no secret and infallible panacea for the problem at hand. Stating at the outset that he represented the National Lumber Manufacturers' Association, which is a federation of fourteen regional lumber associations producing practically every species of wood products in the United States, he made it plain that the manufacturers of lumber are not asking any favors in legislation.

"Lumbermen are as good citizens, as patriotic, red-blooded Americans as can be found anywhere," said Mr. Kirby, "and they are actuated in consideration of a forest policy by their regard for posterity." Mr. Kirby explained that it came from the state of Texas where lumbermen are not, as a rule, large owners of land. His explanation of the conditions among southern lumbermen and timber owners presented a phase of the general forest problem that had not been previously touched upon. He pointed out that the sawmill operator is the only manufacturer who, at the very outset of his business venture, must lay in a ten years' supply of raw material, at least. "Imagine," he said, "the cotton manufacturer buying ten years' supply of raw cotton in advance, or the shoe manufacturer laying in ten years' supply of leather, paying interest on the investment, taxes and insurance."

Mr. Kirby stated that so far as the national lumber manufacturers are concerned their problems differ widely in various producing regions. The problems of the south are not the same as the problems of the lake regions, the east or the west. He expressed emphatic doubt that the Snell bill, or any other legislative proposal up to this time, would solve all the difficulties of formulating a national forest policy. "We as lumbermen from all these regions," he said, "are willing to cooperate in any rational plan that will be of benefit to future generations." He declared that he was irrevocably opposed to any invasion of the rights of private property and referred to the bill of rights of the federal constitution, which, he said, prohibited the further centralization of governmental interference with the citizen's right to the enjoyment of what he rightfully earns.

Paying his respects to Mr. Pinchot and others who charged lumbermen with reckless and "destructive" logging, Mr. Kirby said he wanted especially to deny the impeachment that lumbermen in every part of the country are wasteful and wilfully destructive. "If there were no other reason for this denial it would rest upon the fact that selfishness alone

would prompt every lumberman to get every possible penny out of every stick of timber they could get to their mills." Speaking of reforestation, Mr. Kirby declared that it would be an impossibility upon privately owned timberlands. "We can't plant trees, pay interest on the investment, furnish our own insurance and fire protection and pay taxes every year for thirty years on a single crop," he pointed out.

When asked if he had a plan of forestry in his mind, Mr. Kirby smilingly denied that he had. But he manifested such a breadth of view, such varied experience and such an intelligent appreciation of the many difficulties of the problem, that he was invited to submit further views on legislation for the guidance of the committee.

Pinchot for Drastic Control

The day's hearing was opened by Gifford Pinchot, Forest Commissioner of Pennsylvania, who declared that in his opinion the problem of restricting the cutting of private forest lands was the most important phase of the forestry problem, and he added that it was his conviction that this could only be accomplished by direct federal mandatory action upon the private owners. During the hearing he approved increased appropriation for fire prevention, and for the extension of national forest, but thought that the Snell bill would not be effective in protecting forests in the heavily timbered states from devastation. He said Pennsylvania demanded that the states which now have forests preserve them for the benefit of the rest of the country and pointed out that Pennsylvania, through the devastation of its own forests in years past, was now dependent upon the other states for four-fifths of its timber. He introduced resolutions of the Pennsylvania State Board of Forestry opposing the Snell bill.

Dr. S. J. Pratt of North Carolina's Forestry Board appeared in the afternoon, approving all items of the Snell bill except the provision for co-operation in establishing requirements for cutting timber, and asked for federal regulation of this phase of the problem.

H. S. Graves, former chief forester, declared himself in favor of the co-operative principle and against the Pinchot plan of federal control, but advocated more specific restrictions in the Snell bill, offering a substitute to make the application of the plan mandatory upon the states.

After Mr. Kirby's appearance, E. T. Allen of the Western Forestry and Conservation Association controverted the argument that the principle of the Snell bill for co-operative handling of forestry problems was unworkable by giving figures to show that it was actually in effect already to the extent that existing legislation permitted, and pointed out that the private owners of western timberland are now not only paying hundreds of thousands of dollars more than the amounts contributed by federal and state agencies combined, but are even protecting private land not owned by them to prevent fires from spreading to such lands to the holdings of those who are paying the cost.

R. S. Kellogg, of New York, chairman of the National Forestry Program Committee, closed by saying that now for the first time a comprehensive national forestry policy was proposed, and that the Snell bill was the only practicable solution of the great problems involved. He said that it was admitted that some policy was necessary, and that any governmental action must be based on justice to the private owner, as well as protection of the public from future shortage. He added that no legislation has ever been successful in forcing private interests to operate their industries at a loss.

Greeley Supports Snell Bill Strongly

Colonel Greeley told the committee that the Snell bill represented the most practicable and opportune solution of the timber supply problem. Federal legislation was necessary because the problem was general and national and could not be satisfactorily solved without federal co-operation. Colonel Greeley stated that the forest lands of the United States amount to 460,000,000 acres, of which 70 per cent has been logged, and 17.5 per cent, or 81,000,000 acres, is burnt over and idle. Timber is being reduced at the rate of 56,000,000,000 feet annually, including that destroyed by fire. Of the remaining standing timber, Colonel Greeley said 61 per cent is west of the Rocky Mountains, whereas four-fifths of the population is east of those mountains. The consumption of timber is four times as great as its annual growth. Two-thirds of the timber consumers now pay as much for freight alone on their wood supplies as they formerly paid altogether.

As between the Snell bill, which is based on voluntary co-operation between the states and the federal government in promoting forest propagation, and the Capper bill, which enforces the forestry administration of private lands through the federal taxation power, Colonel Greeley favored the Snell bill. The measures on which all could agree were federal co-operation with the states for fire protection, the distribution of young trees for replanting, the extension of the national forests by purchase and addition from the public lands, and research regarding reforestation and

the utilization of timber. Colonel Greeley estimated that with adequate forest protection alone 75 per cent of the forest area of the country could be redeemed within twenty-five years, and well started toward growing merchantable timber. At the present rate of utilization and fire loss he estimated the life of the forests at 45 to 50 years. While the per capita consumption of forest products tends to decrease, the total annual consumption remains about the same. To provide adequate fire protection for all the forests outside the national holdings would cost \$9,000,000 a year.

Chairman Haugen sought to ascertain what it would cost to grow enough timber to replace the present annual net loss. Colonel Greeley put it at not less than ten to fifteen dollars a thousand feet.

Lumbermen "Not Guilty"

George S. Long of Tacoma, Wash., chairman of the Forestry Committee of the National Lumber Manufacturers' Association, stated that all twelve of the regional lumber associations making up the National organization are in favor of the principles of the Snell bill, although there was some individual opposition among lumbermen. Mr. Long said that reforestation was not a lumberman's job alone, but required co-operation of the national and state governments and the public. The lumbermen could no more be held responsible for the replacement of the forests than the flour miller for keeping up the wheat acreage in the future. The United States, he said, had formerly had the finest forests in the world, and now had millions of acres of land and the climate suitable to reproduce them. All that was needed was a little common sense and energy. Reforestation was not an individual life proposition but a national proposition. The lumbermen would back up their part with their dollars when co-operation of all concerned was secured. He explained at length how the lumbermen and the forestry service were now successfully co-operating and expressed his confidence that there would be no friction under the proposed law.

Alfred Gaskill, State Forester of New Jersey and eighteen other states, all of whom favored the Snell bill. He said that the lumber supply of the future must be obtained as near as possible at the points of consumption in order to offset the enormous costs of production in the future. He estimated that it would cost \$29 per thousand to grow stumpage in New Jersey—more in some parts of the country and less in others. The great forest problem in Mr. Gaskill's opinion is the fire problem. If the fires could be suppressed the forests would nearly take care of themselves. Some objection was expressed to the terms of the bill by Representative Kinchloe of Kentucky on the ground that it was not truly co-operative, but left too much power to the Secretary of Agriculture.

Sales Code Committee Announces Principles Upon Which It will Work



Earl Palmer, Chairman

The Sales Code Committee of the National Hardwood Lumber Association, consisting of M. M. Wall, J. H. Maassen, R. B. Goodman, Charles H. Barnaby and Earl Palmer, chairman, met at the office of the National Hardwood Lumber Association, in Chicago, on January 19, Horace F. Taylor, president of the Association, also being present.

The chairman presented a report to the committee containing a presentation of the work already accomplished by the committee and suggesting certain principles upon which the Sales Code should be formulated. After considerable discussion this report was adopted by the committee.

The committee expressed itself as very much gratified by the interest shown not only by the organizations composed entirely of

hardwood lumbermen, but also by those organizations representing the consuming interests.

The work is going to be vigorously prosecuted by the committee and it hopes to have a code devised that will meet the entire approbation of all interests affected by its terms by the time of the annual meeting of the National Hardwood Lumber Association in June.

The report made by Chairman Palmer and adopted by the committee follows:

GENTLEMEN:

While the Sales Code Committee of the National Hardwood Lumber Association has been in existence for more than six months this is the first opportunity afforded to its members for a personal conference. This does not mean, however, that, until now, nothing has been attempted along the line of effort which the work of this committee is to follow. Much preparatory work upon a sales code has already been inaugurated; and it is the purpose of this very brief report to submit to the members of this committee the nature, scope and progress of that work which has been prosecuted by the chairman in the name of the committee. I shall also take the liberty to suggest certain basic principles upon which, in my judgment, a sales code may be compiled.

But, before entering upon either of these phases of the situation, I desire to impress upon each member of this committee the importance of the task which has been assigned to us and which we have agreed to perform. The importance which attaches to this work does not rest so much in the proposed sales code, by itself considered, as it does in the justification of the confidence imposed in the ability of this committee to compile a code that shall be worthy of the organization which is to be primarily responsible for its introduction to the trade. This committee was authorized by the membership of the National Hardwood Lumber Association at its latest annual meeting, and, if it is to justify its existence, it must compile a sales code that will measure up to the standards which that association has established and maintained in all of its efforts toward the promotion of the welfare of the hardwood trade. The National Hardwood Lumber Association has never placed its money on a dead card; it has never undertaken a task which it has not successfully completed; and, therefore, a binding obligation is imposed upon this committee as a whole, and upon each individual member thereof, to steer this sales code proposition in such a manner that the final outcome of the enterprise shall compare favorably with the results attained along those other lines of associate endeavor which have made the National Hardwood Lumber Association an acknowledged force for good wherever transactions in hardwood lumber occur.

Difficulties to Be Overcome

At the beginning of its work this committee faces two prime difficulties, the first of which is: the intangible nature of its undertaking; and the other, the necessity for harmonizing interests which seemingly conflict.

In attempting to compile a hardwood sales code this committee is entering upon new ground. There are no established precedents to govern, no beaten paths to follow. The committee must blaze its own trail with engineering certainty, that it may lead only to practical success.

This committee must also be patient where self-interest is evidenced and be able to demonstrate that there is common ground upon which all interests can unite in a clear definition and expression of approved trade custom.

The work which has already been inaugurated in the name of this committee has had for its object the awakening of general interest in the proposed sales code and of obtaining assurances of co-operation in its compilation and of support for it after its adoption. To accomplish these objects a letter, emanating from this committee, was addressed to forty-five different organizations representing various lines of business, all of which possess a degree of interest in the hardwood trade, either as producers, distributors, or consumers of hardwood lumber. This letter set forth the purpose for which this committee was created, and invited suggestions as to how that purpose could best be accomplished.

The responses to this letter from every organization addressed have been surprisingly spontaneous and hearty, and evince a degree of interest in the undertaking that will not fail to be gratifying to the members of this committee when the correspondence is submitted at a later stage of this meeting.

Principles Upon Which Code Will Be Based

The basic principles upon which, in my judgment, a practical hardwood sales code may be compiled are as follows:

1. The function of this committee is to codify existing and approved customs of the trade rather than to originate and recommend new regulations.

Where a conflict exists between these customs this committee may recommend the custom to govern.

Where no customs exist covering essential elements of transactions this committee may recommend regulations to supply such deficiencies.

2. The work of compiling the proposed code should be comprehensive in scope and representative in character. It should not be confined to

a single interest but should include every interest affected by the application of its terms. These interests naturally fall into three classes: the producer, the distributor, and the consumer; each of which, being of equal importance in the trade, is entitled to an equal amount of consideration from this committee.

3. A sales code should be clear and concise in expression and explicit in definition, and its terms should be free from ambiguity and conflict.

4. While it is the primary purpose of a sales code to avoid controversy by promoting complete understanding between parties to a transaction, it would not be improper to include in such a code provisions for the establishment of a simple arrangement for the disposition of disputes that may arise between parties over the application of the terms of the code. Such arrangement should be of a quality to command the confidence of the parties at interest and of a nature to be intelligently and immediately responsive to the necessities of a situation.

5. A sales code to become of service should be promptly adopted by all the trade associations, the interests of whose members it is to serve.

I do not submit these conclusions in a spirit of dogmatic assurance that they constitute the only basis upon which a competent sales code may be founded, but rather, as my modest contribution to the general sum of constructive thought upon the subject to be developed at this meeting.

(Signed) Earl Palmer,
CHAIRMAN.

Pertinent Information

A. E. Pope Inaugurates Novel Gathering

There has never been a time in the history of the production and utilization of hardwood lumber when it has not been conceded that most of the misunderstanding and lack of appreciation of the other man's viewpoint which has frequently existed between buyer and seller could be eliminated by a closer personal contact.

Where the purchase of lumber is a minor item it may all be very well to merely shop around, buy on price, and be satisfied with constantly playing the game. However, there are many cases in which lumber purchases are of vital importance to the well being of various manufacturing establishments, not merely from the standpoint of fair price, quality and service, but in respect to the specific fitness of the stock received for the peculiar needs of the institution.

Farseeing buyers have now and then shown disposition to acquire a little more knowledge of the hardwood lumber manufacturers' operations and stock, and have now and then endeavored to secure individual appreciation of their respective factory needs. It has remained, however, for A. E. Pope, lumber supervisor of the big Dodge Brothers' interests at Detroit, Mich., to inaugurate a distinctly novel step in this direction, which step has gone the whole distance at once.

A short time ago Mr. Pope sent out invitations to the principal executives in big manufacturing establishments from whom he has made important and consistent purchases, requesting that they gather with him in a two-day conference on January 18 and 19 at Detroit. A considerable gathering of very prominent members of the hardwood industry accepted Mr. Pope's invitation, and in each single instance and collectively they have come from the meeting enthusiastic over Mr. Pope's idea and thoroughly sold on the tremendous importance of the woodworking end of the Dodge business.

Mr. Pope's idea was to take these representative lumbermen on a carefully arranged and intensive inspection of the woodworking department so that they might thoroughly appreciate the high state of efficiency which Mr. Pope has developed in his department, and might more thoroughly appreciate not only the necessity for specifically meeting his requirements as to specifications and quality, but further might thoroughly appreciate the importance of concrete service in the matter of delivery as agreed.

One lumberman of national note expressed himself as having formed an entirely new impression of the importance of Mr. Pope's end of the production of Dodge automobile, and a truer appreciation of the value of genuine service on the part of lumbermen serving this important interest.

The tour was distinctly Mr. Pope's idea, but it is reported that after the executive heads of the Dodge company had learned of the project and what it meant to the institution they extended every personal courtesy to the visiting lumbermen, and particularly on the second day were responsible for many pleasant features in the way of making their trip more enjoyable.

There can be no question but that the plan as carried out by Mr. Pope will immediately have demonstrated itself to have been of very great value to the Dodge institution. Such frank and open personal contact cannot but be a big step in the direction of closer working relations between the purveyors and the consumers of hardwood lumber. Mr. Pope is to be congratulated on his idea and his execution of it.

Clubs and Associations

Southwesterners Are Cheerful Despite Supreme Court Decision

The Supreme Court's decision in the hardwood case cast no pall of gloom over members of the Southwestern Hardwood Manufacturers' Club. At least, one attending this organization's annual meeting would not think so.

Members from Texas, Louisiana and Mississippi, the trio of states comprising the Southwestern Hardwood Manufacturers' Club, met in New Orleans at the New Orleans Lumbermen's Club for their annual convention and election of officers Wednesday, January 18, and plans were laid for a coming year of aggressive and progressive club activities for the industry in spite of the discouragement thrown in the path of trade associations by the high judicial tribunal's severe stricture in the open competition plan case.

The plans of the club, it is true, still are in more or less of a nebulous state, and it, in connection with myriads of others throughout the United States, is obliged to await a further definition by proper authorities of the limits which are to circumscribe trade association work, but the significant thing about the Southwestern Hardwood Manufacturers' Club's meeting was the determination the manufacturers evidenced, spontaneously and unanimously, "to carry on"—subject, of course, to the most scrupulous observance of the laws of the land—and of the Supreme Court.

H. G. Bohlssen, president of the H. G. Bohlssen Manufacturing Company of Ewing, Tex., was unanimously elected president of the club, succeeding C. J. Coppock, of the Cybur Lumber Company, Cybur, Miss., who was extended a vote of thanks for the splendid service he had rendered during the past year as its chief executive.

Other officers were elected as follows: C. H. Sherrill, New Orleans, president, Sherrill Hardwood Lumber Company, with a big plant at Merryville, La., and a sales office in New Orleans, and also president of the Sherrill-Russell Lumber Company of Paducah, Ky., was elected first vice-president; J. D. Edwards of Hillyer, Deutsch, Edwards, Inc., Oakdale, La., second vice-president; J. C. Welsh of the DuRose Lumber Company, Lake, Miss., third vice-president, and George Schaud, manager of the New Orleans office of the Southern Hardwood Traffic Association, was re-elected secretary of the club.

Directors were elected as follows: H. J. Brenner of the Ferd Brenner Lumber Company, Alexandria, La.; A. N. Smith, Bomer-Blanks Lumber Company, Blanks, La.; W. D. Lurry, Iatt Lumber Company, Colfax, La.; Percy Bass, Black River Lumber Company, Willetts, La.; J. W. Bailey, Eastman-Gardiner Hardwood Company, Laurel, Miss.; F. H. Sanguinet, Lyon Lumber Company, Garyville, La.; John DeBlieux, Soniat and DeBlieux, Opelousas, La.; C. L. Faust, Faust Brothers Lumber Company, Jackson, Miss., and V. E. Porter of the E. L. Hendrick Lumber Company, Jackson, Miss.

Among the speakers of the occasion were the retiring officers and some of those just elevated to official dignities, including President Bohlssen, who made a strong plea for a full 100 per cent co-operation from the membership, particularly on the score of attendance, to make the year 1922 for the club "the best ever." C. H. Sherrill in a felicitous address also urged large and regular attendance, despite the Supreme Court's stricture upon the hardwood people's trade association activities. J. M. Pritchard, secretary, and John R. Gadd, statistician, both of the American Hardwood Manufacturers' Association, spoke of various courses open to the association to pursue following the Supreme Court's fiat and announced the recent decision of the board of directors of the association to hold a special general meeting at Louisville, Ky., early in March, for which special efforts will be made to foregather representative hardwood manufacturers, whether association members or not, for the purpose of deciding upon policies to be pursued by members of the trade in the future.

National Wholesalers' Convention Plans

The annual meeting committee of the National Wholesale Lumber Dealers' Association met at Buffalo on January 14 in conjunction with the executive committee, and while it is a little early to announce the program in detail, it can be stated that the committee is planning to make the convention unusually attractive. The convention will be held at the New Willard Hotel, Washington, D. C., March 22 and 23. For the purpose of permitting ample time for the discussion of present-day problems affecting the welfare of the association and its members, set addresses will be largely eliminated. Much time will be devoted to "round table talks" on methods of still further improving the distinctive privileges of membership—Bureau of Information, Collection and Legal Department and Transportation Bureau. These departments have been unusually active the past year, and where possible will be further developed. The association procedure on arbitration, which is functioning most actively, will be discussed at length in order to emphasize the advantage of this method of settling disputes, and believing that this work will grow as time goes by, the executive committee has in mind a plan for enlarging the arbitration privileges within the association.

Chicago Association Holds Fifty-Third Annual Meeting, Recording a Successful Year



S. F. D. Meffley, Secretary-Manager

A year of aggressive activities, during which time several important undertakings were carried to successful conclusions, was closed by the Lumbermen's Association of Chicago, when the fifty-third annual meeting was held in the association headquarters at 11 South La Salle street, January 18.

Among the important accomplishments was a tremendous publicity "stunt," consisting of the building and exploitation of a five-room bungalow; and the securing of milling-in-transit privileges for Chicago on all important railroads entering the city, a victory which destroyed a competitive handicap which it is estimated has cost the lumbermen doing business in the Chicago market some \$30,000,000 during the last 50 years.

The trade extension value accruing from the bungalow building proposition has been almost inestimable. In order that it might shout a home-building message to the "world," the bungalow was built in eight hours at a strikingly low cost. The stunt attracted great attention not only in Chicago, but throughout the country. Being built, as it was, at the height of the nation-wide home-building propaganda drive, it was featured by the moving picture news services and discussed by newspapers all over the country. No end of publicity was secured for the Lumbermen's Association of Chicago. Within a short time 300,000 people visited the bungalow; over 3,000 persons with money to build homes called at the association office to inquire about the bungalow; over 6,000 letters were received inquiring about the bungalow and asking advice on home-building. Then the bungalow was sold for little less than what it cost.

The milling-in-transit privilege was secured under the direct leadership of A. A. Adams, chairman of the Traffic Committee, who is traffic manager of the Edward Hines Lumber Company. It ended a fight of several decades and will save many thousands of dollars in freight charges each year.

These two accomplishments are evidence of the unusual organizing ability and driving energy of N. C. Mather of the Lord & Bushnell Co., who has been president of the organization during the past year. The association also had a most able secretary-manager in the person of S. F. D. Meffley, who was eternally on the job, and who really made a record in spite of the fact that when he took hold a year ago he knew little or nothing about the lumber industry. In his annual address Mr. Mather gave unstinting praise not only to the co-operation he received from Mr. Meffley, but also from his board of directors and division chairman. He could find no words to express his appreciation of their enthusiasm for and self-sacrificing devotion to the affairs of the association.

Mr. Mather reported, however, that the income of the association is not adequate to its needs and that within the next year the dues must be substantially increased or, if this is not done, the dues must be increased to a small extent and the membership largely augmented. He reported that the prospective income of the association is some \$20,000, while the potential expenditures are about \$30,000 for the ensuing year.

Besides the president's and the secretary-manager's reports, reports were made by Mr. Adams, M. J. Truman, chairman of the committee on arbitration; E. J. Lundin, chairman of the committee on appeals; P. S. Fletcher, treasurer, and A. C. Quixley, councillor to the Chamber of Commerce of the United States, and Geo. J. Pope, chairman of the inspection committee.

Both Truman and Mr. Lundin recommended that in order to facilitate the work of the arbitration and appeals committees some definite method of procedure must be worked out for the presentation of cases coming before the two committees for settlement. They said that much delay was experienced during the past year because cases were not formally and compactly prepared.

The arbitration committee was extremely busy during the past year because of the disturbed condition of the lumber industry and handled several cases involving large sums. Two of these were for sums around \$50,000 and both went to the committee on appeals. Both committees experienced a most satisfactory success in settling the many cases.

The annual meeting elected a board of directors, a committee on appeals

and a committee on arbitration to serve during the ensuing year. These were as follows: Board of Directors: Earl Weinstock, W. L. Schuppert, S. C. Bennett, Frank H. Burnaby, C. W. Lawrance, Chas. L. Baxter, H. D. Traeger, Frederick Klapproth, Wm. Nussbaum. Committee on Appeals: J. W. Embree, Frank J. Heidler, E. J. Lundin, Chas. Westcott, W. L. Godley, A. J. Sine, Arthur Dietsch, John Stunkel. Committee on Arbitration: V. S. Mashek, W. C. Schreiber, A. H. Ruth, Francis J. Pike, S. E. Barwick, Richard Cortis, L. C. Haring, Robert O. Stinson.

The following figures on lumber shipments in and out of Chicago during the past year up to December 1, 1921, were given in the secretary-manager's report:

Lumber	1921	1920
Inventory at beginning of year.....	280,576,770	285,823,245
Receipts during year	2,315,852,000	2,412,887,000
Total stocks	2,606,428,770	2,698,710,245
Inventory at close of year.....	275,179,098	280,576,770
Total consumption	2,331,249,672	2,418,133,475
Shipments	924,387,000	958,175,000
City consumption	1,406,862,672	1,459,958,475
Decrease in total consumption	76,884,803	289,958,475
Decrease in shipments	3,378,800	95,329,000
Decrease in city consumption	43,095,793	194,244,820
Shingles—		
Inventory at beginning of year.....	46,535,000	49,219,000
Receipts during year	273,346,000	235,657,000
Sales and shipments	208,756,000	238,341,000
Inventory at close of year.....	17,978,500	46,535,000

The annual meeting was concluded with a banquet and entertainment in the ball room of the La Salle Hotel in the evening from 6:30 until 10 o'clock. The more than 300 members present evidenced a profound satisfaction in this the "report" of the entertainment committee. The committee was headed by J. L. Lane of J. L. Lane & Co.

The new board of directors will hold a meeting about a week following the annual meeting and elect a president and other officers.

Memphis Club Discusses Furniture Markets

Telegraphic, mail and personal reports regarding the furniture markets at Grand Rapids and Chicago and mail advices with reference to the automobile industry as a prospective large user of hardwood lumber during 1922 featured the regular semi-monthly meeting of the Lumbermen's Club of Memphis at the Hotel Gayoso Saturday afternoon, January 21.

Information submitted by wire and mail indicated that the markets for furniture at the two points mentioned have been quite satisfactory, and that the record attendance of buyers and the large volume of business effected foreshadow much more active buying on the part of furniture manufacturers in the near future. Advices from the automobile industry suggested that seven out of every ten automobiles being manufactured are of the closed-body type, and that the quantity of hardwood lumber required by this industry during 1922 will be much larger than ever before.

Frank A. Conkling, who personally attended the shows at Grand Rapids and Chicago, stated that a number of furniture manufacturers are sold up for the next two to three months, and that there is remarkable absence of price cutting on the part of these interests. He added that considerable gum will be used, with a tendency to employ sap, in both plain and quartered, in the place of red heretofore used. Stocks of lumber in the hands of most furniture men, he said, are light.

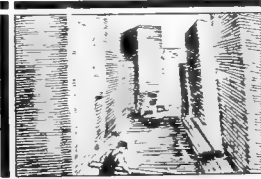
The law and insurance committee, George C. Ehemann, chairman, was instructed to make a complete investigation into all phases of the forestry legislation contemplated in a bill now pending before the Mississippi legislature and to determine, on behalf of members of this organization who own timber lands in that state, what means are necessary to prevent the passage of any measure detrimental to the interests of such timber land owners. It was emphasized, during the discussion of a report on the pending bill, that forestry legislation is likely to be enacted in Arkansas and Tennessee, as well as in Mississippi, and that it will be of great value to timber land owners in all of these states if a proper measure is passed by the Mississippi legislature.

Two new member were elected: Chas. A. Hooker, Kelsey Wheel Company, Memphis, and Almonta Smith, Chapman-Dewey Lumber Company.

Minutes of the meeting of the directors showed that the official board had voted favorably on Referendum No. 37, dealing with provisions of the tariff bill now pending before Congress. S. B. Anderson of the Anderson-Tully Company thought that the entire membership should pass on matters of this sort and, after much discussion, President Thompson announced that hereafter the board would recommend action by the club instead of committing this organization on referendum matters.

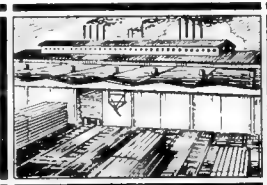
J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association and chairman of the traffic committee, submitted a brief report on the decision of the Interstate Commerce Commission in the hardwood rate case. He pointed out that reduction authorized by the commission is somewhat disappointing.

There were more than 100 members of the club present. Joe Thompson, president, occupied the chair. The usual luncheon was served.



YARD AND KILN

*A Section Intended to Promote Efficiency
and Economy in Lumber Drying*



Short Stories of the Kiln

By C. J. M.

These little tales of the lumber kiln may carry neither humor nor romance, but they are true, and possibly contain, here or there, a little suggestion, of dormant value, until remembered at the right moment, when it may repay the trouble of reading and remembering.—Author.

A Poor Heating System Quickly Corrected

Sometime during the war, the writer was requested to supervise the drying of artillery wagon materials in large quantities, mostly very green oak of southern origin.

Several blocks of war emergency dry kilns had been previously constructed and recently completed, and the first charge was due to come out of same, when contrary to all hopes and expectations, it was discovered that the kilns contained but a very small percentage of usable material, most of it having contracted nearly all of the ills which follow severe casehardening. Needless to state this condition greatly increased the immediate need for such materials as the kilns contained. Of course the expert was requested to produce the same in record time.

An analysis of the kiln records and schedules merely disclosed that temperatures and humidities had been very irregular and the former too high for the materials in the kilns. Inspection of the methods of operation indicated lack of system and the physical fact that one man cannot keep track of more than eighty kilns without serious consequences to the kiln contents. The operator testified his inability to obtain anything like a fair temperature adjustment and blamed the heating systems of the kilns.

And the operator had to be sustained. He was right. An inspection of the heating arrangements of these kilns disclosed that incident to the hurry of construction of these kilns, somebody had really overlooked something slightly important.

Each heating system consisted of 30 1½-inch pipes, running full length of the kiln, and subdivided into five equal sections of six pipes each, of the header coil type, and whenever the operator desired to make an adjustment of temperature, he would either add or subtract a full 20 per cent of the entire heat producing capacity. Try as he may, the operator naturally could not obtain the temperatures prescribed by his schedules, he would be either too high or too low by a good many degrees.

An effective remedy had to be found, such as would without delay, and without attracting too much attention to somebody's previous error, make the heating systems as flexible as necessary for the materials to be dried.

A sufficient number of 1½-inch pipe plugs were obtained, and four of the coils were trimmed to proper size by the complete removal of five pipes from the central header, leaving but one pipe on it, four pipes were taken from the adjoining next, leaving but two pipes on same, three were taken from the next, leaving three, and two were removed from the fourth header, leaving four pipes. Thus out of a total of thirty pipes, but sixteen remained, and the operator was able to effect by the use of single headers or by combinations, anything from one to sixteen pipes under heat, and this was just about sufficient to give him from 100° to 130° during summer weather.

From each kiln had been removed 14 pipes, and these with some additional piping were reassembled into similar header coils and installed on top of the coils already in the kilns at a later time, as the kilns came to be unloaded, so as to provide a reserve for the cold season. Practically no drying time was lost and immediate

good results were obtained from systematic operation of these kilns under proper schedules.

Question—Vacuum Return System for Heater Coils

In your issue of December 25th I note a question regarding the advantages of a Vacuum System for Removal of Condensation from Heater Coils of Dry Kilns. I felt very much interested in this but found that in the answer you did not explain just how such a Vacuum System is arranged and how it works. If not too much trouble I would greatly appreciate learning this.

Kiln Operator.

Answer to Question

As explained in the answer to question 3, issue of December 25th, air accumulates in all heater coils of any steam heating system, and this must be removed, if the heater coils are to perform their service.

Good Automatic Air-Valves connected at the right place to each Heater Coil Return Header and also to the Steam Trap itself, will, if properly installed and maintained, remove this air when it appears. They will do so slowly but surely. Unfortunately these air-valves are of a more or less delicate construction not intended to the rough usage in a dry kiln and sooner or later, but mostly sooner, they forget to function and call for attention which sometimes they do not receive.

A good Vacuum System, properly installed, will do all that the steam trap and the air-valves can do but will do this much more surely and thoroughly without any interference by the severe kiln conditions, and will thus maintain uniform heat conditions in the kiln, regardless even of any small fluctuations in the steam pressure, because this latter is not required to move the condensation through the trap or in the pipe lines, this motive power being supplied by the Vacuum, or rather by the pump which produces this Vacuum and maintains the same in the condensation return line.

With a good Vacuum system it is possible to utilize all of the exhaust steam from the engines and pumps for the heating of the dry kilns, at a pressure as low as one pound or even lower, thus reducing back pressure on the steam apparatus to a minimum.

In a Vacuum system a pump is attached to the main condensation return line, at the power house or other suitable place, so that it pulls constantly on this pipe line, maintaining a vacuum of about 8". The return header of each heater coil is directly connected to this return line, without check valve, but in each of these connections is installed a vacuum return valve, which in effect is a simple trap, so constructed as to pass instantly any water or any air which may enter it, but to close just as instantly when steam touches it.

Thus by the action of the vacuum pump and the vacuum return valves any slight accumulation of condensate or of air is promptly removed from the heater coils, as soon as formed, without waste of steam, or without assistance from the steam pressure. The result is uniformity of heat conditions and instant response when a heater coil is cut into service.

The cost of operating the vacuum pump is practically restricted to the cost of the lubricating oil, if it is driven by steam and the exhaust turned into the heating supply of the kilns. Once properly installed, the vacuum system requires practically no attention, aside from the continuous operation of the pump. Cons. Engr.

(Continued from page 20)

ized in The Five Percent Case, The Fifteen Per Cent Case, and Ex Parte 74, for the imperative reasons there given, necessarily disturb the difference in amounts per unit then existing between rates for long hauls and those for shorter hauls. By the same reasoning as that here followed the rates for the longer hauls become unreasonable in proportion as they exceed the former differences, and this will apply on every commodity as well as on all classes. More than that, any scale of distance class rates becomes unreasonable where the percentage relation between the classes remains constant with increasing distance, because the first-class rate grows faster per unit than the sixth class, as applied to hauls of 100, 200 or 300 miles.

The Commission thus in effect sets up a criterion of reasonableness which is impossible of application unless it be assumed that all rates in this country were reasonable on some past date. August 25, 1920, is the date taken here, although on that date all the general percentage increases had been made except that under Ex Parte 74. Logically we should go back to the fore part of 1914, and starting from that must find that every percentage increase was unlawful to the extent that it changed the difference in amounts per unit between rates for longer and shorter hauls. It is of the essence of percentage increase that it should do that very thing. I am unable to accept the doctrine that every carrier which has made percentage increases under our express authorization will violate the law in maintaining the rates so established, and this report is bedded on that doctrine, whether consciously or not.

The finding is particularly unfortunate because it comes at a time when we are conducting a general investigation to determine whether we may lawfully require further rate reductions than those already made, not including this, and without awaiting the outcome of that inquiry.

Decision to Influence Widespread Changes

The findings in the report are really less serious in their immediate effect on carrier revenue than in their prospective effect on future rate adjustments generally. There seems not unlikely an eventual equilibrium of general prices perhaps 50 per cent over the pre-war level. To the new level, whatever it be, an adjustment must eventually be made. But until carriers' costs have been adjusted thereto, the reduction in rates, if it outruns the contemporaneous reduction in expenses, means progressive inability to meet the needs of traffic, indefinite postponement of securing additions and betterments which the normal growth of traffic renders indispensable, and will only intensify the distress that is certain to come, if and when industry again resumes its normal stride. For this reason it is imperative that reductions which we require should be made upon a carefully reasoned program, and not upon such inadequate and tenuous grounds as we here cite for our action.

EASTMAN, *Commissioner*, dissenting:

The reductions which the majority require are not large in amount and are based on the desirability of restoring rate differences as they existed prior to August 26, 1920. While I agree that such restoration is desirable, it does not seem to me that this proves that the rates assailed are unreasonable. The southern hardwood producers are clearly in desperate straits. Like the lumbermen of the Pacific northwest, the percentage increase of 1920 made it more difficult for them to compete with producers who are nearer the principal markets. They say that if their rates are reduced they will ship more lumber. This might well be reason for voluntary reductions by the carriers, at least for an experimental period, even greater than are now proposed, following the example of the carriers serving the lumbermen of the Pacific northwest. But not everything that the carriers may do voluntarily, as a matter of sound business policy, or that the government might do if it owned the roads, can be required by the government of privately owned carriers. I reach the conclusion with regret that the report of the majority does not furnish sufficient ground for a finding that the rates assailed are unreasonable.

By the Commission.

[SEAL]

GEORGE B. MCGINTY, *Secretary*.

Pioneer Woodworking Machinery Maker Dies

One of the outstanding business careers of Cincinnati came to an end with the death of Thomas P. Egan, 74 years old, president of the J. A. Fay & Egan Company, manufacturers of woodworking machinery. Mr. Egan died at the Good Samaritan Hospital, following an illness of eight months. Mr. Egan was born in Ireland. His parents emigrated to Hamilton, Ontario, when he was a child. Soon after leaving high school in Hamilton, Mr. Egan came to Cincinnati where he learned the woodworking machinery business in the establishment of Steptoe, McFarland & Company. In 1874 he resigned his position and went into the woodworking machinery business. A few years later he organized the Egan Company and in 1893 consolidated it with the J. A. Fay Company in the J. A. Fay & Egan Company, which is regarded as the largest woodworking machinery company in the world. Mr. Egan is survived by his widow, four daughters and three sons. All of the sons are connected with the business founded by their father.

William B. Wicks Company Incorporated

William B. Wick and A. W. Henneberger have incorporated the William B. Wick Lumber Company of Hamilton, O., for \$60,000. These two men will expand the present Wick Lumber Company which specializes in hardwoods. Mr. Henneberger has been associated with Mr. Wick for more than a year and is now one of the incorporators of the company.



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a constant and uniform circulation of automatically humidified air with automatic temperature control.

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Philadelphia, Pa., Rochester, N. Y., Seattle, Wash.,
San Francisco, Calif.

Canadians View 1922 Hopefully

Optimism concerning the outlook for the present year in the lumber industry in Canada featured the deliberations of the Canadian Lumbermen's Association, which held its annual convention in Toronto on January 11 and 12, which was attended by lumbermen from all over Canada and some from the United States. Dan McLaughlin of Arnprior, Ont., president, reported a large increase in membership and said that while the present year held much of promise, the fall in prices, dislocation of trade and stagnation of industry during 1921 had combined to discourage both building and box-making, to which industries went the largest part of the lumbermen's products. Statistics showed the lumber industry to have

3,410 log products establishments, representing \$231,000,000 invested capital, a payroll of over \$60,000,000 divided among 60,000 men, and a product for the year 1919 valued at \$222,000,000.

The report of the Executive Committee stated that the average wage in the Canadian lumber industry is greater than that in the United States. It gave the following figures to show that the average wage for common labor is greater in Canada than in the States: 1920, United States \$3.88, Canada \$4.82; 1921, United States \$2.86, Canada \$3.37. After pointing out that the exports of wood products for 1921 amounted to \$191,516,962, as against \$150,057,207 in 1920, the report says: "It need hardly be said that the export of lumber from Canada is one of the prime factors in the total export trade of Canada, and undoubtedly has a very important place to play in the future as regards restoring the rate of exchange on the Canadian dollar. To this extent the export trade of the country affects every person in the Dominion and is entitled to his enthusiastic co-operation and support." In the total of 1921 exports, \$143,248,244 was to the United States and \$32,728,353 to Great Britain.

A number of interesting papers was read and addresses given, and the following officers were elected: President, A. E. Clark, managing director of Edward Clark & Son, Limited, Toronto, who is also the director for Ontario, together with W. E. Bigwood and Gordon C. Edwards, the latter of Ottawa; other directors are, for Quebec, W. G. Power, Quebec; for New Brunswick, Angus McLean, Bathurst; for the United States, R. E. Stocking, New York, and Spencer Kellogg, Utica, N. Y.

McClure Honor Guest In City of Brotherly Love

The annual meeting of the Philadelphia Wholesale Lumber Dealers' Association was held the night of January 12, in the Adelphia Hotel, with J. W. McClure, president of the National Association, as the guest of honor. The retiring president, William H. Fretz, presided, and made an excellent speech outlining the working of the organization and the future of the industry. Mr. McClure told of the work of the National Association, after which the sixty guests present arose and cheered him as the next president of the National Hardwood Lumber Association.

There was a general consensus of opinion that two months would elapse before conditions in the lumber industry approached anything like normal. Virtually all the dealers, however, predicted excellent spring and summer business.

Elmer Troth, of the J. S. Kent Company, one of the most popular lumber dealers in the city, was elected president for the present year.

Evansville Club Installs Officers

The Evansville Lumbermen's Club at Evansville, Ind., at its regular monthly meeting held Tuesday night, January 10, installed new officers for the year as follows: President, J. C. Greer, of the J. C. Greer Lumber Company; vice-president, Gus E. Bauman, of the Maley & Wertz Lumber Company; secretary and treasurer, William S. Partington, of the Maley & Wertz Lumber Company; directors, Charles A. Wolfelin, of the Wolfelin West Side Lumber Company; George H. Foote, of the Evansville Band Mill Company, and Daniel Wertz, of the Maley & Wertz Lumber Company.

President Greer announced his standing committees for the year as follows: Membership—Charles A. Wolfelin, of the Wolfelin West Side Lumber Company; Elmer D. Lubring, of the Lubring Lumber Company, and



A. E. Clark, President

Louis A. Holtman; Publicity and Resolutions—William B. Carleton; Claude Wertz, of the Maley & Wertz Lumber Company, and H. M. Lukens, of the H. and M. Lumber Company; River and Rail—William S. Partington, of the Maley & Wertz Lumber Company; George O. Worland, of the Evansville Veneer Company, and John C. Keller, the traffic manager of the club; Entertainment—Gus E. Bauman, of the Maley & Wertz Lumber Company; J. W. Waltman, of the Evansville Band Mill Company, and Carl Wolfelin, of the Wolfelin West Side Lumber Company; Co-operative—Daniel Wertz, of the Maley & Wertz Lumber Company; George H. Foote, of the Evansville Band Mill Company, and Charles A. Wolfelin, of the Wolfelin West Side Lumber Company.

The next regular monthly meeting of the club will be held at the New Vendome hotel on Tuesday night, February 14, and a large attendance is looked for.

South Bend Club Elects John I. Shafer President

At the recent annual meeting of the South Bend Hardwood Club, John I. Shafer, John I. Shafer Hardwood Company, was elected president. Harry H. Maus, Harry H. Maus Lumber Company, was elected vice-president; V. O. Woodruff, Woodruff-Powell Lumber Company, secretary-treasurer.

There was a large attendance at the meeting and a discussion of prospects for 1922 was entered into, resulting in the expression of the general belief that the new year will bring improved conditions to the sellers of hardwood lumber.

Northern Wholesalers Set Date for Annual

The annual convention of the Northern Wholesale Hardwood Lumber Association will be held in Milwaukee, Wis., Monday, February 13, it has been announced by J. F. Hayden, secretary of the association.

"Further definite notice will be sent to members," the secretary states. "As the Wisconsin retailers will hold their annual convention on the following three days, those who expect to remain for that meeting would do well to make their hotel reservations in advance."

With the Trade

Turner-Farber-Love Company Formed, Making One of the Strongest Hardwood Organizations in the South

The Turner Farber-Love Company has been organized here with a paid up capital stock of \$1,200,000 and has taken over the properties of the Darnell-Love Lumber Company, operating two band mills at Leland, Miss., the Leland Stave & Lumber Company, operating a stave plant near Leland, and Russe & Burgess, Inc., operating a band mill at Memphis, thus representing one of the most important consolidations in the more recent history of the southern hardwood lumber industry. All of these plants are now operating at capacity and details of the absorption of the three firms by the new company were completed Wednesday, Jan. 18.

The new firm has an annual output of 50,000,000 feet of hardwood lumber and 15,000,000 staves at the plants already in operation but it proposes to establish a fourth band mill in Mississippi at an early date, with a yearly cut of 10,000,000 feet. It owns 20,000,000 feet of untouched virgin hardwood timber in Mississippi and extensive stumpage rights, including 40,000,000 feet of cypress at Pantherburn, Miss.

The officers of the Turner-Farber-Love Company are: Franklin T. Turner, president; G. A. Farber, first vice president and European manager, with headquarters in London; H. D. Love, second vice-president, manager of Leland mills; R. W. Ricketts, third vice-president; F. G. Woods, treasurer and manager of foreign sales department; E. C. Gause, secretary, and manager of the Tchula mill at Tchula, Miss.; H. Johannsen, assistant secretary, and manager of the general offices at Memphis; G. W. Harris, assistant secretary, and manager of the Leland offices; C. W. Parham, sales manager, Memphis; and W. F. Little, manager of the cooperative department, with headquarters at Leland.

The general offices of the company will be at the plant of Russe & Burgess, Inc., in North Memphis.

European offices will be at 162-163 Suffolk House, Laurence Pountney Hill, Cannon St., London. These will be in charge of G. A. Farber, vice-president, who will be assisted by Lewis Garrett, formerly United Kingdom manager for Russe & Burgess, Inc. Both of these gentlemen are well known to the British and continental trade as they have for some years looked after the foreign business of Russe & Burgess, Inc.

Sales offices will be maintained at 1039 Marquette building, Chicago. These were formerly used by the Leland Stave & Lumber Company, which did a general wholesale lumber business and which handled a considerable percentage of the output of the Darnell-Love Lumber Company.

Offices in connection with the operation of export yards are also maintained at 629-30 Hibernia Bank building, New Orleans, where the new firm has taken over the lumber yards and sheds of Russe & Burgess, Inc. Roy DuPere is manager of the hardwood lumber department in the Crescent City and T. H. Snider is manager of the pitch-pine and export log department.

The company proposes to engage in both domestic and export trade in

To the Lumbermen of the United States:

Timber Owner Lumber Wholesaler
Logger Lumber Retailer
Lumber Manufacturer And Those Who Buy Your Lumber

Important problems affecting the future of the great business in which you are interested are awaiting solution. Wise counsel and the patriotic contribution of the sanest suggestions and soundest judgment of the **WHOLE** lumber industry are the only things that will solve them **RIGHT**

You are invited to attend the

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CONSISTING OF ALL STATE, REGIONAL AND NATIONAL LUMBER ASSOCIATIONS IN THE UNITED STATES

At Chicago

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Make a note **NOW** of your intention to come—Then **COME**

NATIONAL LUMBER MANUFACTURERS ASSOCIATION
CHICAGO WASHINGTON

hardwood lumber and it estimates that 25 to 30 per cent of its output will be exported annually.

All of the stockholders in the new company are actively engaged in its operation and the heads of all departments are well qualified, by training and experience, for their duties. All were connected with one of the three firms composing the merger.

Mr. Turner, president of the company, is one of the best known lumbermen of the South. He has a practical knowledge of all departments of the hardwood lumber business and has behind him a huge success in the Darnell-Love Lumber Company, achieved through his own efforts and those of the other members of that firm.

The management of the new company, in making the announcement regarding the consolidation, refers to the retirement of W. H. Russe, formerly president of Russe & Burgess, Inc., from the hardwood trade. It characterizes him as one of the best known lumbermen in Memphis and as one of the pioneers among southern lumbermen in entering the export field in a large way. It then adds:

"He deserves a well-earned rest but his friends in the lumber trade will miss him greatly. It must be gratifying to him to know that the business which he started will be continued and that it has passed into the hands of a company some of the officers of which have been his associates for many years."



Franklin T. Turner, President



F. G. Woods, Treasurer



E. P. Gause, Secretary

Chas. W. Fish Company Establishes Wholesale Department in Chicago Branch Office

A wholesale department was established by the Chas. W. Fish Lumber Company of Elcho, Wis., in its Chicago branch office on January 9. The opening of the new department was announced to the trade by Frank Handeyside, sales manager of the Fish Company, and L. B. Smith, manager of the Chicago office.

This department is a new departure for the Fish company, which has heretofore confined its marketing operations chiefly to the sale of the product of the five band mills which it operates in the northern territory cutting hemlock, hardwoods and white pine. But the new department will wholesale southern hardwoods as well as northern hardwoods and hemlock.

The department has been placed in charge of V. J. Euler, a young man who has had a long and valuable experience in the wholesaling of lumber. Mr. Euler was transferred to Chicago from Syracuse, N. Y., where he was stationed during the past year as manager of the eastern branch of the Fish company. He was in Syracuse for about a year and before that time was at Elcho as assistant to Mr. Handeyside, the sales manager. Mr. Euler was at Elcho managing a branch of the Union Wholesale Lumber Company of Youngstown, O., when this country entered the war and he enlisted in the motor transport service, serving until the close of the war. Previous to this he had served as assistant sales manager of the Union Wholesale Lumber Company. When he was discharged from the army he formed a connection with the Lyman Felheim Company of Erie, Pa., as manager of the wholesale department, which he opened for this company. He left this company to go Elcho as Mr. Handeyside's assistant.

Just five months ago Mr. Euler married one of the belles of Syracuse, and now that he has been transferred there they will establish a residence in Chicago.

The Syracuse office was closed on the departure of Mr. Euler, but the eastern connections of the company will be maintained.



V. J. Euler

The Anchor Saw Mills Company has moved from Memphis to New Orleans, La.

J. P. Nicely & Sons is a new manufacturing and wholesaling lumber company at Knoxville, Tenn.

The Miller Parlor Frame Company has been incorporated at Brooklyn, N. Y., with a capital of \$15,000, to manufacture parlor frames.

CHICAGO

H. H. Hillerich has recently started in the wholesale hardwood lumber business at Rockford, Ill.

The Spear Furniture Company has been incorporated here with a capital of \$12,000, to be located at 2934 Milwaukee avenue. The incorporators are Max Spear, Morris Singer and Seymour Singer.

With a capitalization of \$10,000, the Colonial Furniture Novelty Company has been incorporated and will do business at 1830 W. Chicago avenue.

J. F. McSweyn, head of the Memphis Band Mill Company of Memphis, was in Chicago during the week beginning January 22.

J. H. Maassen of the Chicago Lumber & Coal Company, Memphis, Tenn., was in Chicago during the session of the executive committee of the National Hardwood Lumber Association, to present a case in litigation for their judgment.

John W. Dickson, president of the Valley Log Loading Company of Memphis, was in Chicago during the week ending January 21, where he attended the meeting of the sales code committee of the National Hardwood Lumber Association. Later he went to the annual meeting of the Indiana Hardwood Association in Indianapolis.

Two distinguished members of the Buffalo hardwood trade, M. M. Wall and Russell Perrin, were in Chicago to attend the meeting of the sales code committee of the National Hardwood Lumber Association and the annual banquet of the Lumbermen's Association of Chicago.

A. C. Quixley, who is one of the representatives of Chicago on the directorate of the National Hardwood Lumber Association, attended the meeting of the Indiana Hardwood Association in Indiana on January 20.

BALTIMORE

Arrangements have been made for the transfer of the mill and wood-working establishment of the Laurel Lumber Company at Laurel, Del., to former Governor John G. Townsend, of Shelbyville. The plant, it is said, will be combined with a chain of mills.

The feeling as to the future of the hardwood trade is indicated by the decision of the Magazine Hardwood Lumber Company, controlled by the firm of Richard P. Baer & Co., of this city, at Mobile to resume operations at the sawmill in Mobile, which had been closed since before the holidays. Work started last Monday and there is every indication that it will continue. M. S. Baer, a member of the company, left this week for a trip to Mobile as well as to Bogalusa, La., where another mill run by an affiliated company is located.

The firm of John H. Geis & Co., which conducts a yard at Brooklyn, in the southern suburbs, has decided to erect a complete woodworking plant for handling its own supplies of millwork, at an outlay of about \$20,000.

The woodworking establishment of Benjamin Auld, at Port Deposit, was destroyed by fire on the morning of January 9, with a loss estimated at \$20,000. The equipment was not insured, only the building being covered.

BUFFALO

Harry L. Abbott, vice-president of the Atlantic Lumber Co., and president of the Buffalo Lumber Exchange, was elected a director of the Buffalo Chamber of Commerce this month, receiving one of the highest votes cast. He ran on the blue ticket and all of the candidates on that ticket, with one exception, were elected over those on the red ticket. C. N. Perrin was chairman of the blue ticket committee and E. J. Sturm headed the lumbermen working for Mr. Abbott.

Two lumber fires caused by locomotive sparks have occurred here of late. One was at the yard of the Atlantic Lumber Co. and the loss was about \$4,000. The other was at the retail yard and planing mill of Stanley Monczynski, 2402 Bailey avenue, and caused loss of \$40,000; partially covered by insurance.

The firm of G. Elias & Bro. has in operation a log sawmill, which is a very unusual plant for the city. It finds that it is quite badly handicapped by freight rates on logs which are as high as the freight rates on lumber, and it has asked the Chamber of Commerce to help it obtain a lower rate. It is quite probable that the log sawmills disappeared more rapidly in this territory than they would have done had these rates been more favorable. As to the supply of timber, the firm states that it is astonishing how many logs are obtainable in easy railroading distance of Buffalo.

President Horace F. Taylor, of the National Hardwood association, entertained President John W. McClure, of the National Wholesale Lumber Dealers' Association, on his late visit to Buffalo to attend a meeting of the executive committee and programme committee of the latter association. Mr. Taylor was also in Toronto recently and attended the convention of the Canadian association, where he gave a short address in response to the call for the president of the National association.

Hardwood News Notes

MISCELLANEOUS

The marriage has been announced of John Jamison Porter, East Jordan Lumber Company, East Jordan, Mich., and Miss Eva Helen Reynier, daughter of Mrs. Martha Reynier of Grand Rapids, Mich., on Tuesday, January 10.

George M. Hamel advises that he has rejoined the selling force of the Wyatt-Prock Lumber Company, Philadelphia, and will handle fir, red cedar, spruce, western hemlock and red cedar shingles in mixed or straight cars.

The Parker-Kellogg Lumber Company of Minneapolis, Minn., has changed its name to the Parker-Bennett Kellogg Company and increased its capital stock to \$350,000.

The Fassett Lumber Company has recently commenced business in hardwoods in a wholesale way at Grand Rapids, Mich.

The Andes-Nicely Lumber Company, Knoxville, Tenn., has sold out.

The Dixie Lumber & Land Company is a new concern at Vicksburg, Miss., wholesaling hardwoods.

The Weidman & Son Company at Trout Creek, Mich., has changed its name to the Weidman Lumber Company.

The capital stock of the Chattanooga Coffin & Casket Company has been increased to \$200,000. Location, Chattanooga, Tenn.

The Dawley Lumber Company of Marlon, Marathon and Fenwood, Wis., has been succeeded by the Dawley-Northern Yards, Inc., the latter also having succeeded to the North Lumber & Supply Company at Wausau, Wis., the main office of the Dawley company.

Our Specialty Is **AMERICAN WALNUT** **Lumber and Veneers**

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

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The Kosse, Shoe & Schleyer Co.

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The two Sullivan brothers of the Buffalo wholesale lumber trade,—Fred M. and Frank T.,— have gone to Bogalusa, La., where they will attend the wedding of their brother, W. H. Sullivan, vice-president of the Great Southern Lumber Co., which takes place on January 27. Three other Buffalonians, interested in the latter company, are also in Bogalusa,—A. Conger Goodyear, Walter Platt Cooke and Ganson Depew. The wedding will be a very largely attended event, as blanket invitations have been issued to all residents of the towns of Bogalusa and Shidell.

CINCINNATI

Alexander Smith, domestic sales manager of the Kosse-Shoe & Schleyer Lumber Company, who has just returned from a two weeks' inspection tour of the southern lumber camps, reports unusual quiet for this time of the year. Mr. Smith said that a majority of the mills are not operating on full time.

Cincinnati hardwood lumbermen were surprised when they learned that C. D. Crane, for many years manager of the Cleveland office of the Kirby-Bonner Lumber Company, would sever his connection with that company on February 1. Mr. Crane has accepted the position as manager of the Ohio district for the Long-Bell Lumber Company, of Kansas City, Mo.

INDIANAPOLIS

The Window Sill Food Box Company recently was organized in Indianapolis with a capital stock of \$25,000. The company has already begun the manufacture of special air cooled refrigerators which will be attached to any window sill and has established offices on Virginia avenue here. The directors are J. A. Newstadt, Emma E. Maas and R. H. Halmage.

Thomas E. Day, of Greensburg, recently purchased the sawmill at Shelbyville, Ind., which was operated by J. N. Lynch & Son company, for \$2,000. The Lynch firm was recently declared insolvent in the Shelby circuit court.

EVANSVILLE

W. H. McCurdy, president of the Hercules Buggy Company, of this city, has been selected as one of the directors of the Chicago and Eastern Illinois railroad.

Daniel Wertz of the Maley & Wertz Lumber Company has been re-elected a vice-president in the Morris Plan Bank here. He also has been elected one of the vice-presidents of the Mercantile-Commercial bank here, along

with Elmer D. Luhring, of the Luhring Lumber Company and H. M. Lukens, of the H. and M. Lumber Company. Theodore E. Rechtin, of the Rechtin Lumber Company, has been chosen again as a director of the North Side bank here. William H. McCurdy, of the Hercules Buggy Company, has been re-elected president of the Old State National bank, also the Morris Plan bank here.

The Kelsay Hame Company has written to Harry S. New and James E. Watson, United States senators from Indiana, asking them to use their influence to have a duty of 25 per cent ad valorem put on hames coming into the United States from Canada. The plant of the company in Evansville is practically closed down and it is alleged by the management that the shutdown is due to the bringing into the United States of hames from Canada.

Announcement was made a short time ago that the firm of Herdrich and Lemon, lumber dealers at Mechanicsburg, Ind., and Kirkland, Ind., had been dissolved. Under the new arrangements, B. F. Herdrich of Lebanon, Ind., will take charge of the mill of the old firm at Mechanicsburg, while Mr. Lemon will have charge of the planing mill at Kirkland.

It is expected that logging operations will be resumed along Green and Barren rivers in western Kentucky during the early spring months. The logs that are cut will be rafted to the Evansville mills, while some of them will be sent to the mills at Owensboro and Henderson, Ky.

It is expected that a new planing mill will be built at Rockport, Ind., in the near future to take the place of the plant of the Rockport Planing Mill Company, that was destroyed by fire several months ago at a loss of about \$10,000.

J. C. Greer, of the J. C. Greer Lumber Company, and president of the Evansville Lumbermen's Club, who will leave within a short time for a tour of the south, will inspect the company's stave mills in Tennessee while he is away. Mr. Greer looks for 1922 to be a very good year for the stave manufacturers of the central west.

B. F. Von Behren of the Von Behren Manufacturing Company, makers of spokes and hubs, has returned from a trip to Portland, Ore., where he visited his daughter.

LOUISVILLE

Louisville is quite pleased with the decision of the directors of the American Hardwood Manufacturers' Association, whereby the annual convention will be held in Louisville within the next few weeks, the date not having been announced as yet. It may be remembered that the meeting was held in Louisville in the fall of 1918, at which time the consolidation was affected between the Cincinnati and Memphis organizations, and

The Successful Mahogany Manufacturer Must Have an Adequate Log Supply

Showing our fresh water pond within the Mississippi River at New Orleans, where our steamers discharge their logs after completing a long journey from the tropics. This pond is approximately one-half mile long; has a storage capacity of three to four million feet of Mahogany logs, so that we are always assured of adequate supply; there our choice Mahogany logs are stored in a most advantageous manner, safe against the river currents and storms, floating freely without chains, ready to go thru our mill.

This Mahogany pond is the only one of its kind; all other features of our operations have been worked out with equal care.

WE MANUFACTURE BOTH
LUMBER AND VENEERS

THE FREIBERG MAHOGANY COMPANY

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N. S. JOHNSON

GRAND RAPIDS, Hotel Cody
GEO. A. BAKER

while there have been some directors' meetings held here since that time, this is the first convention held here since the organization meeting.

The Higgins Lumber Co., which has been doing a wholesale business in general lumbers, will hereafter operate a retail business as well, having purchased the business of the John C. Graham Lumber Co., and taken over its yard on East Market street. Mr. Graham was formerly in the Roth Lumber Co., sold out last year, incorporated the John C. Graham Lumber Co., and has found that his health wasn't equal to the strain. He becomes a stockholder in the Higgins Lumber Co., which has moved its wholesale office to the yard. The Higgins Lumber Co. has increased its capital from \$10,000 to \$40,000, and liability limit to \$100,000. S. M. Higgins, A. K. and L. J. Higgins are the signers of the amended articles.

A. A. Egle, sales manager of the R. H. Humphrey Co., at New Albany, Ind., producers of hardwoods, has been laid up a few days as a result of a fall.

Edward L. Davis, of the Edward L. Davis Lumber Co., Louisville, recently returned from a trip to Mobile, Ala., where the company operates a mill.

A. E. Norman, Sr., of the Norman Lumber Co., and organizer of the Louisville Hardwood Club, went to the infirmary for a minor operation on January 17. Mr. Norman will be seventy-two his next birthday, but is in fine physical condition, and his family is not worried especially over the operation, as it is not a serious one.

H. T. Roberts, who recently resigned as secretary of the Mengel Company, Louisville, has entered the local insurance field, becoming a partner, and has applied for membership in the Louisville Board of Fire Underwriters. Mr. Roberts was with the lumber company for thirty-four years.

Amended articles were recently filed by the Star Wood Products Co., increasing its capital stock from \$50,000 to \$75,000.

The Dawson Lumber Co., Louisville wholesalers, has surrendered its charter, and hereafter will operate as a firm instead of a corporation, there being no other change in the organization. The firm is composed of J. L. and R. S. Dawson, brothers.

G. Wallace Embry, 65 years of age, president of the Embry Box Co., which operates the Embry Lumber Co., and also head of the Voss Table Co. and prominent member of the livestock industry and a few other enterprises, died on Jan. 18, after an illness of several months.

Howard C. Hobbs and W. H. Day, representing the veneer and lumber departments of the Wood Mosaic Company, have been in the Chicago district, and around the shows for the past few days. Mr. Day has sent in some very fair orders for oak and walnut.

The Louisville Point Lumber Co. has been getting in a good many river logs, and is again buying rail logs, and has stocks on hand that will insure

steady operation for some months to come. The company had planned to shut down about the first of the year but has decided to go on through to July 1, at least, with steady cutting at the Louisville mills.

The Wood Mosaic Company is down at the Louisville mills, and plans to remain down until about February 1 while making repairs. Log buying is going right ahead, and sales of lumber are fair.

WISCONSIN

The Merrill Handle Company, Merrill, has amended its corporate articles to provide for an increase in capitalization from \$30,000 to \$100,000, consisting of 750 shares of common and 250 shares of 8 per cent preferred stock. The new issue will be used for the general development of the business.

The Rhinelander Box and Lumber Company at Rhinelander sustained an estimated loss of \$40,000 to \$50,000 by fire, on January 14, which badly damaged the building and equipment. Repairs and replacements will be made at once. The loss is fully covered by insurance.

E. A. Drott of Drott & Newell, loggers and lumbermen of Butternut, Wis., who for some time has been representing the Holt Caterpillar tractor in nearby territory, has been given a considerably enlarged field and to better handle the business has established principal headquarters at 136 South Brown Street in Rhinelander, Wis. The office is in charge of Ray Boyd, who has been in the sales department of the Holt company at Minneapolis for a number of years. A number of "Northern Logger" type of Holt tractors, equipped with cab, electric lights and snow plow, have been sold.

The Capital City Lumber Company of Madison has recently increased its capital stock from \$75,000 to \$125,000 to accommodate the growth of its business.

The Moore & Galloway Lumber Company of Fond du Lac resumed operations in its mill factories on January 16, after being shut down for about a week for inventory, during which time necessary repairs and replacements were made. The company has the unique distinction of having run virtually without interruption all season and is also intending to continue operations indefinitely, although logging operations this winter probably will not average more than 50 or 60 per cent of the normal input.

Owners of the Badger Cabinet Company of Plymouth, Wis., have not yet determined their course in respect to the reconstruction of the factory, which was badly damaged by fire on January 1. Insurance companies have figured the loss to be from 40 to 50 per cent of the total insurance amounting to \$107,000. The plant had been closed December 24 for the holidays.

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Grand Rapids Enjoys Record Attendance

By Our Special Correspondent

The furniture market for 1922 in Grand Rapids draws to a close with a record attendance. No January market has ever brought so many buyers, and only one summer market has surpassed it.

This furniture market is worthy of serious consideration by economists and others who are studying earnestly the condition of our Nation. A furniture market which is a general and representative is the best barometer we have as to our country's condition. There is no speculation in furniture as there is in many of our foodstuffs, in oil, and in the basic products such as steel and copper. It is not the outlet for extravagant expenditures for display purposes, nor can it be classed with the daily necessities such as food and clothing.

The purchase of good furniture is the practical manifestation of the American standard of living. The American citizen wants more than food,—more than clothes,—more than shelter. He wants attractive surroundings which will make his shelter a Home. When we find all along the line from the medium grades to the best, that furniture is being purchased by the dealers to meet the demand of the consumer, we realize that the country is not bankrupt; that funds and business are not to be had, and that the general tone must be optimistic. These are not the purchases of need, or of extravagance but present a good sound tone in American buying.

Largest Furniture Show

Now what is the retailer purchasing for his trade? The answer is, "everything that is good, in moderation." To some the market may have appeared spotty. This is particularly true with some of the new and little known outside lines. This was the largest show of furniture ever brought together in one place, and the average buyer does not give himself to time to see it. For this reason we found a very pronounced tendency among buyers to purchase their requirements in comparatively few places and to visit other lines as "lookers" only. This is what the new lines must expect, and only quality, values, or salesmanship will avail to transform the "looker" into a customer.

In a previous number we have observed that the outstanding characteristic of this market is the good design and the good taste shown in the medium and lower grades of furniture. The floors are quite free from the atrocities of a few years back. Along with good design is the tasteful use of cabinet woods. I have in mind one dining room line from which the glass front china cabinet has entirely disappeared to be replaced by cabinets with beautiful paneled fronts relying almost entirely upon the figured woods for their decoration.

Burls in medallions and panels are common as decorative features, in various combinations of cabinet woods and this study of woods as well as line among the designers is noticeable in nearly all the better lines.

We find too, an increasing aversion for composition ornament, and not in many years has there appeared so much genuine wood carving. Several of the Grand Rapids factories have materially increased their carving room forces; and the Grand Rapids School of Carving which is operated by the manufacturers of the city for the training of hand carvers, hand turners, and spindle carvers, and incidentally does custom work, is looking forward to the busiest period in its history.

Gum In High Favor

There is, of course, more use made of gum than of any of the other woods. It has proven an exceedingly valuable wood, for the manufacturer and for the dealer, and no amount of propaganda of disparagement will ever dislodge it from the position of high favor which it now holds. Attacks upon it will serve only to bring to light its many good qualities, and make generally known the

fact that good design and good cabinet work are not lost upon gum. Had gum been given a distinctive finish of its own instead of being made to trade upon the reputation of its aristocratic brothers, walnut and mahogany, we might have been spared much of the anxiety with which the furniture industry is being torn today over the question of standardizing the designations of cabinet woods in the finished piece.

A considerable amount of mahogany is being used in the good lines in this market, but there seems to be a general feeling that walnut is the real leader. All of the best things are being done in walnut and while many of them are also being done in mahogany, many are not. Mahogany maintains its supremacy (to the extent that it is used) in the high grade lines of upholstered furniture.

One feature which is bound to be felt to the detriment of walnut is the amount of very poor walnut that is being used in the cheaper lines. It is walnut, to be sure, but it is far below the grade of a good cabinet wood. This is not so surprising in the solid wood,—but one is frequently surprised at the poor figure and texture, or lack of figure and texture in some of the veneers. This it must be understood, applies to only a part of the walnut shown in a certain class of lines. On the other hand nothing finer has ever been shown than some of the walnut in the high grade lines. Seeing one suit in the Royal display, and one other on the John Widdicomb floor, one would feel impelled to say that walnut was a cabinet wood without equal.

Oak's Position Enigmatic

There is considerable uncertainty as to the vague of oak. It is not at all common in the market, but where it does appear it is sponsored by the best houses, correctly used by the best designers in Italian and Gothic studies, and set forth with the utmost skill of the cabinet and finished rooms. It may be that the present high cost of oak accounts for this sumptuous setting, but we prefer to believe that oak as a cabinet wood is winning the appreciation that rightfully belongs to it. It has been badly used in the past and has suffered much at the hands of conscienceless wood butchers; but it certainly seems as though a new day were dawning for oak, and it is a safe prediction that the next show will see considerable more of it.

The industry has every reason to congratulate itself upon this market. At a time of general depression and apprehension in many lines of trade, such an attendance of sellers and buyers and the generous buying of many lines indicates confidence. A feeling pervades the trade that home building on a large scale is beginning or is imminent and everyone believes that when building is under way we shall have a general revival of business. A wide spread building activity will not only relieve unemployment directly but will stimulate buying in all lines from the basic industries to the specialty shops.

In those scattering instances in the market where business has not been good (and this is almost entirely with the new exhibitors) the manufacturers have had the advantage of meeting a large number of buyers, have taken the temperature of the trade, have had the benefit of friendly, constructive criticism, and have laid the foundation for future trade. On account of the large number of lines shown, and the numerous incidental advantages of the market, there is a growing tendency of the buyers to stay longer each season in Grand Rapids. This is made difficult by the limited hotel accommodations, but if (as now seems certain) the new Hotel Rowe is open in January, 1923, many buyers will double the length of their stay.

Twenty-two Hundred Buyers

The fact that twenty-two hundred buyers—a record for January—attended the market attests the fact the buyers are more and

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Normalcy Prevails on Chicago Furniture Market

By Staff Correspondent

The virtual return of the furniture industry to normal conditions was indicated by the January market in Chicago, which is now in its closing days. Buying continued throughout the market in that steady, conservative way that is characteristic of the stable days of "normalcy." The spectacular features of the boom days were conspicuous for their absence and this was equally true of the gloomy conditions that prevailed on the first January market during the period of depression. The atmosphere of the market was calm and wholesome. Prices held firmly throughout the market. The buyers were in need of goods and seemed to be satisfied that prices were as low as could be. They either placed orders forthwith or seriously jotted down memoranda, which are certain to result in purchases within the next two or three months, when salesmen from the various factories get out on their regular post-market trips. Up to Saturday, January 21, 3,832 buyers had registered at the market, smashing all previous records.

This memoranda taking was a conspicuous feature of the market and all who are familiar with the habits and customs of the furniture trade took them to mean good road business for the producers of furniture. Wm. B. Baker, secretary-manager of the National Chair Manufacturers Association, was encountered making the rounds on the Chicago market during the third week, and he said that he read the signs of the market to indicate that there would be a good business in furniture for the next three months. February would see a great deal of buying and March would be an even better month. He believed, too, that April might show an improvement over March.

Some firms did so well on the Chicago market, however, that they will not be able to take any of the road business, at least not for delivery within the next six months. These firms managed to book enough business to keep their plants running to capacity for the next three months.

Good Hardwood Demand Expected

It is expected that the character of this market will be reflected in the hardwood purchases of the furniture people during the next three months. As there was no sensational buying of furniture there will be no stampede to cover on hardwoods. But the furniture factories will get into the market, steadily and substantially, increasing their purchases as the spring wears on. It is known that the majority of the factories are low on lumber and plywoods. Some, however, did considerable buying in the late fall and early winter and will not be taking on much stock for some time. This element will keep buying within conservative bounds. But altogether conditions will undoubtedly have the effect of firming prices and forestalling recessions in values, even though there should be substantial increases in output, at the hardwood mills.

The furniture people, as is to be supposed, have been watching with the keenest interest the progress of the Southern Hardwood Traffic Association fight for reduced rates from the southern producing territory and it is very likely that shipments, if not buying, will be retarded until the reduction just granted by the Interstate Commerce Commission have become operative. However, a great many of the furniture people are in such a position that they cannot delay placing orders for the needed wood stock.

Walnut again dominated the Chicago market, evidencing a further substantial strengthening of its position since the July market. An overwhelming majority of the samples shown by the case goods makers were in walnut. And to mention the fact that some of these people booked from 70 to over 90 per cent of their orders on walnut specifications, indicates how well walnut fared at the market.

Italian Renaissance Leads Periods

The Italian Renaissance period, either in its purity, or in adaptations, was the ruling period on the market. The period was ex-

pressed in some beautiful finishes, especially in dining room and living room furniture. The cabinets in these suites have wooden instead of glass doors, which means the use of a great many beautiful panels.

Gum was used freely in the walnut suites, indicating a substantial increase in the demand for gum as well as walnut, because of the purchases on this market. Gum was used for the rims and cores of many of the handsomest walnut dining room tables.

Queen Anne was the second most popular period in dining room suites.

In bedroom furniture walnut predominated, with relatively more mahogany being shown and specified than in dining room and living room furniture. Of course, a great deal of mahogany was shown in upholstered furniture.

Oak enjoyed a further gain in its struggle back to popularity. Considerable more oak was shown in dining room and living room furniture on this market than was to be seen in the July market. The usual amount of golden oak was on display, but the higher class stuff was better handled than ever before. An interesting instance of this is the case of the Knox-Hutchins Furniture Company of Paoli, Ind. This company displayed oak dining room suites and living room and davenport tables in Italian Renaissance designs and finishes that are really distinctive and handsome. These new finishes are rubbed effects in mellow browns, of a dignified English atmosphere. One of these finishes is called "Cambridge Oak" and another "Buckingham Oak." An official of this company said that a good many orders were booked in this oak stock, business in this wood having been much better than in July.

Views as to the state of the market differed as usual, but one of the most interesting insights into conditions was given by Edmund Brandts of the Mersman Brothers, and Brandts Company.

His firm expects to double its output in 1922 and do the biggest business in its history. By doubling the output they figure to reduce overhead in that proportion, thus being able to cut costs very low. By taking the lowest possible margin of profit they will then be able to get a big business.

"But we will have to take it away from someone else," said Mr. Brandts. "There isn't going to be enough business to go around, and the man who is organized to produce at low cost and sell on small profit will get it. This year will be one of intense competition. The weakest will fall. We expect more failures this year than last because of the hard competition."

The best attendance of buyers came from the east and south. The middle west sent comparatively few buyers, because of deplorable conditions in the agricultural industry. Improved cotton conditions enabled southern buyers to come to the market, and the east is in good condition.

The Chicago furniture market this January was, in the final analysis, a complete success.

Phoenix Starts New Building

The Phoenix Chair Company of Sheboygan is starting work on foundations for a new building costing about \$75,000 which will provide new offices, large display rooms and additional warehousing facilities. It will be four stories high, 168 by 180 feet in size, and located at Twelfth Street and Virginia Avenue.

The Manitowac Church Furniture Company of Waukesha has recently taken a number of contracts, among the largest being that for all seating and furniture required for the new \$75,000 edifice of our Savior's Lutherna Congregation at Beloit, Wis.

Sir Joshua Reynolds was the greatest portrait painter England ever produced



On the Back of Your
Veneered Tops and Panels
Mea is Guaranteed Quality

AND his pet possession, the pride of his heart, was a superb cabinet of walnut veneer and plywood construction.

Sir Joshua knew as much, perhaps, about good furniture as anybody of his day—and his choice has been vindicated—for the ancient cabinet is still in existence—beautiful as ever—and, indeed, MORE BEAUTIFUL

<i>Properly made plywood, like old wine, is but improved with age. We know how to manufacture, and</i>	<i>we do manufacture, as hundreds of our customers will tell you, the properly made kind of plywood.</i>
--	--

In this, the largest plywood plant in the world, we are equipped to serve your every plywood need.

New Albany Veneering Company

E. V. Knight Plywood Sales Company

Sales Agents

New Albany, Indiana

UNDERWOOD QUALITY

VEENEERS

PROMPT DELIVERIES
ATTRACTIVE PRICES

PANELS

We Manufacture

**BIRCH, ASH, ELM, BASSWOOD and OAK
VENEERS**

also

THREE AND FIVE PLY BIRCH, ASH, PLAIN OAK,
BASSWOOD, QUARTERED SAWED OAK, WALNUT,
QUARTERED FIGURED GUM AND MAHOGANY

We carry a large stock of *THREE AND FIVE PLY
PANELS* on hand at all times—Write for list of sizes.

Underwood Veneer Company
WAUSAU, WISCONSIN

Agreement on Furniture Terms Predicted

By Our Special Correspondent

The annual convention of the National Retail Furniture Dealers' Association in Grand Rapids, January 12, was a success beyond anyone's anticipation and the open meeting of the convention, held in the Hotel Pantlind ball room in the evening brought in a large number of furniture manufacturers and representatives of the hardwood interests who were eager to hear Richard R. Lee, chairman of the Vigilance Committee of the Associated Advertising Clubs of the World, upon the classification of furniture or standardization of trade designations.

In his president's address, John L. Young sketched briefly the history of the agitation in regard to the designation of woods in furniture,—

"Much has been said and written regarding misrepresentation by retail furniture dealers in their transactions with the buying public. Many campaigns to force the retail dealer to honesty in his dealings with the public have been organized in the past; in some instances by press organizations, advertising associations, legislatures and some individuals. These activities culminated in a campaign started last spring by one George S. Hawke of Cincinnati, who girded on his armor and, in true Don Quixote style, started out single handed to force truth into the souls of the furniture dealers and manufacturers. He endeavored to enlist all retailers as spies against their fellow merchants, even going so far as to threaten us with the grim hand of the law, in case we sold for mahogany or walnut other woods, which he claimed to be inferior; he attempted to establish for the entire furniture industry a set of standards to which we should conform; he intimated that he was acting for and employed by others, but would not divulge who, and attempted to secure the co-operation and assistance of the Associated Advertising Clubs of the World and the Vigilance Committees of the Better Business Bureaus throughout the United States. While his anonymous and threatening

methods were condemned by all and little weight was given to the "tempest in a tea pot" that he developed, he nevertheless was instrumental in awakening us to a realization of the fact that the terms used within the industry itself were misleading, and in September the National Council of Furniture Manufacturers, in conference at Hot Springs, Va., formulated a new set of trade terms. These terms were later presented to the various manufacturers' associations and to ourselves, with a recommendation that they be adopted.

"This brought forth an avalanche of suggestive changes which resulted in a conference being held in the City of Cleveland on November 8 and 9, at which time there were in attendance representatives from your association, representatives from manufacturers' associations, advertising clubs, better business commissions and trade papers. The conference lasted two days and resulted in some changes in the terms adopted by the National Council.

Agreement on Terms Is Expected

"At a meeting held in New York on December 5, between the National Council of Furniture Associations, representatives from your association and members of the Vigilance Committee of the Associated Advertising Clubs of the World, these terms were again modified and a set of trade terms proposed, which are now being presented to the various associations within the trade for adoption, and it is to be expected that within a very short time all factions interested will have agreed. When that time comes, all retailers and manufacturers of furniture will be advised as to the trade terms agreed upon, and it is the recommendation of your officers that the retailers of furniture not only adhere to the use of these terms in their transactions with the public, but insist that the transactions between themselves and the manufacturers be in conformity with the terms decided upon. If this will be followed out, many of the complaints that come to us regarding misrepresentation of merchandise by manufacturers, will be obliterated."

(Continued on page 47)

Quality Veneers

Mills Baltimore, Md.



Baltimore Offices & Sample Rooms



THIS building stands directly opposite and convenient to the mill buildings. The studio windows on the second floor give a fine light for the inspection of samples. We also maintain large, bright show-rooms and sales-offices in the following cities:

NEW YORK ~ 709 6th Ave. HIGH POINT, N.C.
CHICAGO ~ 28 E. Jackson Blvd. JAMESTOWN, N.Y.

WALNUT BUTTS • MAHOGANY • BURLS • OAK • POPLAR • LONG WALNUT

THE WILLIAMSON VENEER CO.

Who's Who in Woodworking



L. C. Bump
(Left)

President

Newton & Thompson Mfg. Co.
Brandon, Vt.

The president of the Newton & Thompson Mfg. Co. knows wood turning from A to Z, and he might be said to be a born and reared wood turner. Mr. Bump was born in Leicester, Vermont, in 1878, and his father, Charles H. Bump, was then a foreman of the Newton & Thompson Mfg. Co. The family moved to Brandon when the boy was only a few months old. The elder Bump continued in the employ of Messrs. Newton and Thompson until 1885 when their firm was incorporated under the name it now bears. Upon the incorporation of the firm Mr. Bump became vice-president and later was made general manager, which

(Continued on page 46)

H. W. Steinman

(Right)

President

The Steinman & Meyer Furniture Co.
Cincinnati, O.

The subject of this sketch was the pioneer of the present wide-spread policy of furniture manufactories to specialize on one line of furniture. Along about 1875 when Mr. Steinman was regularly making selling trips for his company the advantage of this policy occurred to him and as a result his company began to manufacture dining room furniture exclusively. For several years they had little competition in this and it brought them handsome returns. Then gradually the plan was copied by furniture factories all over the country. Formerly every factory had thought it necessary to make something of every line of staple furniture that was salable.

(Continued on page 46)





Est. 1867
Inc. 1904

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1 20" Red Oak (log run)	1 car
1 16" Red Oak (log run)	1/2 car
1 20" White Oak (log run)	1/2 car
1 16" White Oak (log run)	1/2 car
1 28" Walnut (half round)	1 car
1 28" Poplar cross banding	25M
1 8" Poplar (log run)	5 cars
1 8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

**Rotary Cut
Northern
Veneers**

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperaage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

"CASCO"
for a
better product.



**For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL**

"CASCO" uniformity is assured because
we manufacture our own casein

THE CASEIN MANUFACTURING CO.

*Largest and Longest-Established Manufacturers
of Casein Products in America*

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Write for "CASCO" Red Book—
a manual on Veneers, Panel-
Making and Glue.
Samples of "CASCO" on request.

L. C. Bump

(Continued from page 44)

position he held until 1902, the year in which he died.

The present Mr. Bump was educated in the Brandon public schools and Norwich University, graduating from the latter as a civil engineer in 1898. He followed this profession until 1901, when he entered the employment of the Newton & Thompson company as an extra foreman, and was shifted from department to department as the occasion arose.

But Mr. Bump's acquaintance with the factory began much sooner than this. During both his grammar school and college days he spent his vacations working about the plant and learned to operate practically every machine there. He also acquired considerable experience working in the woods.

In 1904 he became a member of the company, entering the concern as vice president. He held this position until August 5, 1905, when he became president and general manager, the position which he now holds.

When the National Association of Wood Turners was formed in June, 1919, at the Hotel McAlpin in New York, Mr. Bump was chosen president. He was reelected at the first annual meeting of this association held in Niagara Falls, June 15, 1920, and again reelected at the annual meeting held in Washington, D. C., in June, 1921.

H. W. Steinman

Mr. Steinman has always liked the furniture business and as a result has given it close attention and put in numberless hours of overtime. His father, Lewis E. Steinman, was a furniture manufacturer, and began the wholesale manufacture of this product in 1850 when he built a brick factory, with steam equipment, on West Sixth street, near Baymiller street, in Cincinnati. This factory remained a landmark in that section of Cincinnati up to 1905.

The elder Steinman was so devoted to his business that he built a small residence near the factory, so that Mr. Steinman was certainly reared in the atmosphere of the factory. As soon as he was old enough he spent his vacations working at the factory. When he was fourteen his father conceived the idea that he ought to get some experience working for strangers and he got him a job with what was then the largest hardware house in the west, J. L. Wayne & Son. The young fellow remained with this firm four years, during which he not only learned a great deal about the hardware business, but went to night school and to a night business college.

In the fall of 1872 he went to work with his father's firm, Steinman, Meyer & Company, and he learned the business from cutting room to office. When in 1875 the firm was incorporated he had the practical and thorough knowledge of the business which enabled him to assume the virtual management of the selling end of the business. His father retired at that time and he bought a fifth interest in the new company, making a cash payment on his interest out of funds he had saved. The rest he paid for out of savings from his future earnings. Then followed three or four years of road experience.

It is characteristic of Mr. Steinman's devotion to his business that when in 1889 he took his first vacation from business and went to the Paris Exposition, he did not fail to make a study of European furniture manufacturing organizations. Accompanied by a Wm. Howells, at that time a well-known southern furniture salesman, he spent four months in Europe, visiting the exposition and a number of the various countries.

In 1904 Mr. Steinman caused the location of his company's plant to be changed from West Sixth street to the present location on West York street. In the change the equipment necessary to meet the ever-growing competition was acquired.

Mr. Steinman has been a member of the Cincinnati Furniture Exchange since its organization and was president of that organization for two terms. He is a member of the National Alliance of Case Goods Manufacturers and a member of the executive committee.



Figured Gum



UNUSUAL FIGURE,
CONTRASTING COLORS,
CLEAN WOOD —

SUCH QUALITIES MAKE
N-B-FIGURED GUM
SO DESIRABLE FOR BEDROOM FURNITURE

NICKEY BROTHERS, INC.
MEMPHIS, TENN.

Why Figured Gum Is So Generally Admired



BRANCH SALES OFFICE:
617 Stewart Bldg.
ROCKFORD, ILLS.

The Peacock is universally admired because of his rare plumage. It is because there is no other bird that looks like him.

So it is with the rare figure of N. B. Quality Figured Red Gum. There is no other wood that looks like it. It gains instant admiration wherever it appears.

Concentrate Your Purchases and Save Money
Through Buying

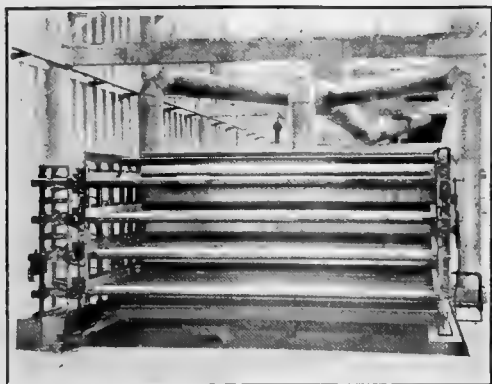
Sliced Figured Red Gum and Rotary Cut Gum Veneer
Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims
Sawed and Sliced Quartered Oak

In Cars with Band Sawed Hardwood Lumber

Carload Buyers get closer prices, save freight on local
shipments and eliminate damaged goods.

NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE



THIS illustration shows a view of the Feed End of a Coe Dryer, 100 feet long, in the new plant of the Elliott Bay Mill Company at Seattle, Washington. It dries Fir Veneer of various thicknesses. It is a well-known fact on the West Coast that

The COE DRYERS

dry this wood much faster and better than it can be done by any other method. Coe Lathes, Clippers and Knife Grinders are used in this plant.

*This Dryer is noted for: Its satisfactory service;
its labor saving; the high quality of its product.*

THE COE MANUFACTURING COMPANY

We build all the machinery for a Lumber Plant

PAINESVILLE, OHIO, U. S. A.

(Continued from page 42)

Terms Conference in "Rapids"

On Wednesday, January 11, H. J. Kenner, director of the National Vigilance Committee, came into Grand Rapids and spent the day in looking over some of the lines of furniture exhibited by Grand Rapids manufacturers, with Francis D. Campau, counsel for the Furniture Manufacturers' Association. This was preliminary to a meeting arranged for Thursday between Mr. Kenner, George N. Lamb, secretary of the American Walnut Manufacturers' Association; J. C. Wickliffe, secretary of Mahogany Manufacturers' Association; John L. Young, and Richard H. Lee, representing the Cleveland conference called by the Vigilance Committee of the Advertising Clubs, and Messrs. R. W. Irwin, E. A. Wallace, N. W. McClave, and John D. Karel, representing manufacturers in Grand Rapids.

On Thursday, January 12, these committees met in joint session, which continued throughout the day and their progress was reflected in Mr. Lee's address at the evening meeting.

Mr. Lee, after he had eloquently and forcefully urged honesty in advertising for the sake of the advertiser, the consumer, and for advertising itself, as the ultimate expression of American salesmanship, told of the conference of the day and announced that no standards had been promulgated at the Cleveland conference—that only suggestions had been made, in order that—addressed to those suggestions—the Vigilance Committee might have the benefit of the thought of all parties concerned. Some suggestions had been received and he said that the Grand Rapids conference had been so helpful that he was confident that a way might be arrived at to secure honesty in advertising of furniture, which would benefit every honest manufacturer and dealer and make difficult the way of the crook and the pirate in the industry. He stated that the committee had no intention of publishing standards without further conference and said that in the near future another conference would be held on the subject—probably at Chicago.

Mr. Lee's address was warmly received and it was a matter of regret on the part of many that he felt disposed, on account of the lateness of the hour, to curtail his remarks.

After the conference of Thursday and Mr. Lee's talk there is a general feeling that the proposed classification of furniture, by letter as "AA"—"A"—"B", etc., according to its content of woods, will be dropped and that standard designations, more in line with those which have been used by the trade, will be adopted.

Everyone wants the matter disposed of and no one more than the mahogany and walnut interests, who frankly state that the agitation is not altogether to their interest in its present form.

The Hawks Furniture Company of Goshen, Ind., has changed its name to the Gortner-Jones Furniture Company.

YOU WILL not appreciate the Mengelgrade and the Mengel service until you have tried "something just as good." But will you not take our word for it?

THE MENGEL COMPANY

INCORPORATED

LOUISVILLE, KY.

THE PAST AND PRESENT IN MAHOGANY

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK



Our Tremendous Buying Power Is an Asset to Manufacturers

THE business executive knows that great buying power means better raw material. Being exclusively walnut manufacturers for many years, the best walnut operatives are naturally attracted to our plants. A reserve selection of from five to seven million feet of high-grade walnut veneers is always at the command of your buyers.

The greatest economy lies in getting the best goods most promptly—through Pickrel.

PICKREL VENEER CO.

INCORPORATED

NEW ALBANY, INDIANA

WE guarantee that our Walnut Lumber, after having been steamed in our Steam Kilns for four days—then placed on sticks for six days, during fair weather, can be placed in your Dry Kilns immediately and dried with greater safety than unsteamed lumber, green from the saw and placed on the sticks for ninety days. This method of steaming lumber enables us to furnish material without delay.



Full Loaded Capacity of Nine Kilns, 100,000 Feet.

AMERICAN WALNUT LUMBER

ALL GRADES AND THICKNESSES

PICKREL WALNUT COMPANY, ST. LOUIS, MO.

LONG-KNIGHT

LUMBER COMPANY

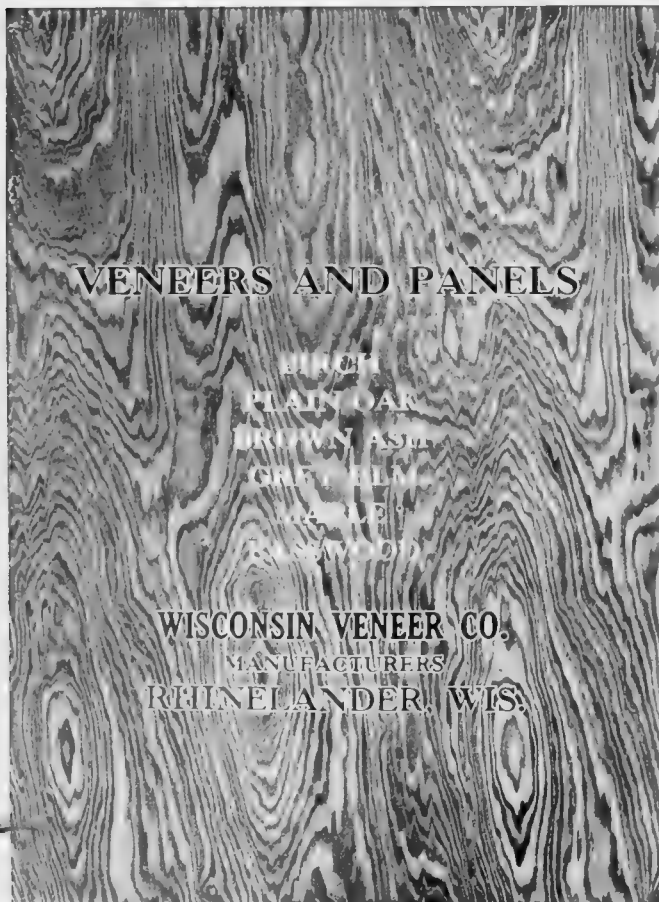
WALNUT—HARDWOODS

Veneers

Mahogany, American Walnut, Quartered White Oak

Manufacturers and Wholesalers

Indianapolis, Indiana



Produces Optical Furniture

The Hamilton Manufacturing Company of Two Rivers, Wis., which recently added a complete line of professional furniture for optometrists and opticians, is now making deliveries. A handsome catalog has been issued which shows the entire line of optical furniture, including trial lens cabinets, fitting tables and stock cabinets. The Hamilton company has been manufacturing professional furniture of other classes for forty years.

The LaCrosse Furniture Company of LaCrosse has recently effected a change in corporate style and the new name is Gund Furniture Company. This is due to the complete change in the lines of product in the last few years. William B. Euler is secretary of the corporation.

Showers Plan New Factory

Showers Brothers Furniture Company at Bloomington, Ind., is having plans prepared for the construction of a factory addition and a new power plant. Improvements will cost \$500,000 and construction will be of brick and steel.

The D. J. Rohrer Lumber Company of Clintonville, Wis., is delivering about 20,000 feet of red oak logs from the Pella Swamp area to New London, Wis., for the American Plywood Corporation. The logs are being hauled on trailers drawn by Four Wheel Drive trucks, made in Clintonville. The loads average 8 tons.

The Algoma Panel Company of Algoma, Wis., has reduced its wood work this winter to a minimum, and its log input will be far below normal. The concern is one of the largest of its kind in the North. It has considerable quantities of logs on hand and in the woods and this supply probably will be sufficient for prospective needs of the mill for the time being.

“CHICAGO MILL”

ROTARY COMMERCIAL VENEER

Red Gum
Yellow Poplar

Cut to your sizes and standard sheet stock

1/8 Inch Red Oak

IN

Standard sheet stock in door specifications

You can obtain *immediate*
shipments of our complete
stocks from our warehouses
at Harrisburg, Pennsylvania
and Chicago, Illinois.

CHICAGO MILL AND LUMBER COMPANY

Commercial Veneer Department

General Offices, Conway Bldg., Chicago

American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.
10th and Murphy Streets Des Moines, Iowa

Geo. L. Waetjen & Co.

Plywood and Veneer

IN STOCK FOR IMMEDIATE SHIPMENT

BIRCH RED BIRCH
RED OAK WHITE OAK
YELLOW PINE
CYPRESS
QTD. SAWN WHITE OAK
QTD. SAWN RED OAK
MAHOGANY
QTD. FIG. RED GUM
SAP GUM
RED GUM
RED OAK 1/8, BIRCH 1/8
RED OAK 1/8, YEL. PINE 1/8
RED OAK 1/8, CYPRESS 1/8
WHITE OAK 1/8, BIRCH 1/8
YEL. PINE 1/8, BIRCH 1/8
FIR DOOR PANELS
FIR DRAWER BOTTOMS

for
**Wainscoting
One and Two
Panel Doors
and
Cabinet Work**

If It's
**VENEERED
We Make It**

also

A Complete Stock of Veneer

ARE YOU RECEIVING OUR LISTS?

110-120 REED STREET
MILWAUKEE WISCONSIN

(Continued from page 39)

more considering attendance at the market an obligation. It is an obligation not easily discharged, for when we consider the number of lines, the variety of designs, and the array of woods shown we realize that a buyer must be alert to do justice to his house. The buyer must bear in mind also the progress of the "American Homes" movement and with it the general advertising of the manufacturers of cabinet woods. The buying public is becoming trained to know values and is discriminating in its purchases. The buyer must buy for a public which is ever increasing in intelligence and he should do more than keep pace with his public.

An intensive study of design, of woods, and of appropriateness of wood to design is becoming an essential for the buyer in every community where a progressive woman club is showing its members something about good taste in home furnishing. This market, acknowledged leader in the furniture world should and will become the "Buyers' University," giving a practical short course twice in each year to buyers, for the benefit of the American Home.

This suggests the next logical step for the manufacturer of hardwoods, and that is, the establishment of booths or space at the Grand Rapids market to help the buyers to know the characteristics, qualities, and appropriate uses of their various woods. Such an innovation would be welcomed most of all by the buyers, but would incidentally prove a valuable aid to the manufacturer and designer.

Let the hardwood manufacturers think it over.

Veneer Company Incorporated at One Million

The Tidewater Lumber and Veneer Company has been incorporated under the laws of Maryland with a capital stock of \$1,000,000. The office of the corporation is in Baltimore in the Calvert building, and the incorporators are Thomas L. Lloyd, D. C. Frank and John S. Hornack.



"Finest"

1903—1921

Plywood Makes Better Furniture

IT is built from carefully selected materials, in a factory equipped with the very latest machinery, where the best and most practical methods of construction are followed. Our men are trained by long experience for the performance of each operation and the utmost care is given to each and every detail of manufacture.

Your use of *"Finest"* Plywood better prepares you to satisfy your trade and will materially help sales by insuring customers not only better furniture, but furniture that is more beautiful in many ways.

Our product is right, service the best, and prices reasonable, so why not try us and see for yourself?

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN



LOOK!

We'll Show You the Samples

An inspection of samples
of our Figured woods
will convince you of the real
values that we are offering:-

American Walnut
Stripe Mahogany
Quartered Figured Red Gum
Sawed Quartered White Oak
Quartered Sliced Sycamore -

The prices are most interesting, too

The Louisville Veneer Mills

Operating Veneer Saws, Slicers and Rotary Machines

Louisville, Kentucky

(Continued from page 38)

For some time past the principal production was furniture, the output of phonographs having been considerably reduced because of the curtailed demand.

The Hilbert Woodenware Company of Hilbert, Wis., which has been inactive for a long time, has filed notice of the dissolution of the corporation.

Principal officers of the Cudahy Brothers Company, of Cudahy, Milwaukee county, meat packers, have organized the Northern Refrigerator Car Company of Milwaukee, under the laws of Wisconsin, with an authorized capital stock of \$425,000. It will operate refrigerator cars and also build and repair such rolling stock. Provision will be made in the main plant at Cudahy for car construction and maintenance. Michael F. Cudahy is president and general manager.

The Radcliffe Manufacturing Company of Eagle River is the style of a new Wisconsin corporation organized with \$20,000 capital stock to deal in real estate, timber lands, manufacture and deal in wood products, etc. The incorporators are Amos Radcliffe, G. F. Sanborn and E. N. Hammes.

The Combination Door and Screen Company of Fond du Lac has let contracts for the erection of a \$25,000 factory addition, to be 50 by 50 feet in size and two stories high.

Cudahy Bros. Company, Cudahy, Milwaukee County, are building a new box factory, 80 by 190 feet in size, which will replace the unit which was destroyed by fire in November. Most of the machinery and equipment requires replacement and orders are now being placed.

The Northern States Casket Company of Chippewa Falls, Wis., recently adjudged bankrupt, is winding up its affairs under the direction of Peter J. Murphy of Eau Claire, appointed trustee, Larrabee & Larrabee of Chippewa Falls to represent the bankrupt concern as attorneys.

The Grobben Manufacturing Company, Milwaukee, a large sash, door and millwork concern, is equipping its entire plant with an automatic sprinkler system of fire protection. Similar systems also have been contracted for by the Kieckhefer Box Company, Sixteenth and Canal Streets, Milwaukee, and the William H. Schmidt Company, sash and door manufacturers, Wauwatosa, Milwaukee county.

Blum Brothers Box Company of Marshfield, Wis., has completed arrangements whereby it will greatly increase its capacity for making butter tubs as well as cheese boxes and other veneered packages. It has acquired a large warehouse building from Miller Bros., which is 60 by 100 feet in size and three stories high. This will be enlarged by two wing additions about March 1. New equipment will be installed. The present output of the butter tub department is 1,000 tubs daily, and this number will be increased to 3,000 to 3,500 by the middle of the year. The present force of 100 men is being increased to 150 at once and when the new facilities are ready, about 75 additional workers will be needed.

The Kinzel Lumber Company of Merrill has completed additions to its office building to accommodate its enlarged administrative department, especially since the company has taken over the business of the Union Land Company.

The J. E. Curtis planing mill at Ingram, Wis., which has been operated by John Wilbert under lease for some time, was almost totally destroyed by fire several weeks ago and probably will not be rebuilt.

The A. Kaul, Jr., Company, Merrill, Wis., manufacturer of hubs, spokes, textile mill supplies, etc., reports more orders on hand for bobbins than ever before in its history. This is due to the active state of the woolen mill industry. The automobile industry is also taking larger quantities of spokes and felloes. The company recently booked an order from the Studebaker Corporation for a large quantity of 36-inch maple squares for use in manufacturing steering wheels. Paper plug trade is also picking up, according to W. C. Watrous, general manager of the Kaul company.

Henry J. Wachsmuth, president of the H. J. Wachsmuth Lumber Company of Washburn, Wis., and M. H. Sprague of Bayfield, a prominent sawmill owner, have recently been elected members of the board of directors of the Bank of Southern Wisconsin at Janesville.

The Von Platen-Fox Lumber Company of Iron Mountain, Mich., has donated to the county board of supervisors of Florence county, Wisconsin, forty acres of timberland for public park purposes. The park is to be called Von Platen-Fox Park. The board is given the privilege of making its own selection of the land from the company's extensive timber holdings along the Florence-Long Lake Tipler trunk highway.

The Holt Lumber Company, Oconto, Wis., which closed its sawmill early in September, has resumed operations and is daily receiving large shipments of logs from its camps at Long Lake, Townsend, Neopit and Lakewood.

The Diamond Lumber Company of Green Bay, has reopened its sawmill, which was shut down last July, the improved situation also having induced the resumption of logging operations, which are expected to be carried forward throughout the summer.

The Standard Manufacturing Company of Appleton expects to start up its new sawmill by February 1. Final installations of machinery are now being made and an adequate supply of logs has been delivered to the new mill to keep it running at capacity for an indefinite period ahead.

The Appleton Wood Products Company of Appleton has completed the installation of new electric motive equipment which provides about four times the old power capacity. A shaving and dust collection system also has been installed which feeds refuse direct to the boiler house. The

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

Manufacturers
of

Stimson's

HARDWOOD LUMBER

Annual Output: 50 Million Feet

J. V. Stimson

Huntingburg, Ind.

Stimson Veneer & Lumber Co.

Memphis, Tenn.

J. V. Stimson Hardwood Co.

Memphis, Tenn., and Helena, Ark.

WE OFFER THE FOLLOWING

Central Indiana Stock---1 Yr. Dry

PROMPT SHIPMENTS

6 1/4" BASSWOOD	1 car	1 1/4" RED OAK	1 car
1 1/4" BEECH	3 cars	1 1/4-8 3/4" WALNUT	3 cars
8 1/4" COTTONWOOD	1 car	10 1/4" SYCAMORE	1 car
8 1/4" HACKBERRY	1 1/2 car		
		HICKORY	
		6 1/4"	2 cars
		8 1/4"	2 cars
MAPLE			
5 1/4"	1 car	ELM	
6 1/4"	1 car	12 1/4"	1 car
8 1/4" S.H.	1 car	8 1/4"	1 car
8 1/4" H.O.L.	3 cars	6 1/4"	3 cars

Open for Green Orders of Any Size

D. A. PIKE LUMBER Co.

WABASH, INDIANA

C. P. CROSBY

Manufacturer and Wholesaler

Wisconsin Hardwood Lumber

RHINELANDER, WISCONSIN

BIRCH		HARD MAPLE	
1" No. 1 Common.....	100,000'	1" FAS & Sel.....	20,000'
1" No. 1 Com. & Btr.....	50,000'	3/4" Log Run.....	35,000'
5/4" No. 1 Com. & Btr.....	100,000'	6/4" No. 1 & Btr.....	25,000'
5/4" FAS.....	25,000'	8/4", 10/4", 12/4" Maple Hearts,	
6/4" FAS.....	25,000'	3x8, 4x4, 4x6, 6x6, 6x8	
6/4" No. 1 & Btr.....	55,000'		
8/4" FAS.....	30,000'		
SELECTED RED		ROCK ELM	
4/4" to 8/4".....	1 car	1" No. 2 & Btr.....	25,000'
BROWN ASH.....		5/4" No. 2 & Btr.....	25,000'
4/4" No. 2 Com & Btr.....	1 car	6/4" No. 2 & Btr.....	35,000'
5/4" No. 1 Com. & Btr.....	1 car	3/4" Log Run.....	40,000'
		8/4" No. 1 Com. & Btr.....	20,000'



Buskirk-Heyser Lumber Co.

High Grade, Soft Texture

West Va. and Southern Hardwoods

MIXED CARS OF ANY KIND, GRADE OR THICKNESS FROM OUR

Distributing Yards: CINCINNATI, OHIO

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING
DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

4/4" No. 2 & Better.....	12 months dry
5/4" No. 2 & Better.....	12 months dry
6/4" No. 2 & Better, largely No. 1.....	12 months dry
8/4" No. 1 & Better.....	8 months dry
10/4" No. 1 & Better.....	12 months dry
12/4" No. 1 & Better.....	6 months dry
4/4" No. 3.....	12 months dry
6/4" No. 3.....	10 months dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

mill and factory are running at full capacity and unfilled orders are increasing at a rate making early enlargement of the plant an excellent prospect.

The Bekkedal Lumber Company of Couderay, Wis., has established another camp on the Ceour d'Oreilles Indian reservation to supplement the work of the camps opened during the fall and early winter. The large input of logs is based on substantial expectations of an improved demand for hardwood and other lumber. The planing mill and box factory resumed operations shortly after January 1 and are now running at capacity, while the schedule of the sawmill have recently been increased to supply the enlarged demand of the planing mill and box department.

The Industrial Commission of Wisconsin has denied the application of representatives of the logging and lumber manufacturing industry of the state for an order reducing the minimum wage rate for minors. It was pointed out by the appellants that the minimum rate of 22 cents an hour is too high, since the wages of woodsmen over 21 years of age often are less than this rate. The Commission says it cannot make any reduction unless this is warranted by a reduction in the cost of living, which, it is stated, is still above the figure of the winter of 1919-1920, upon which basis the 22-cent minimum rate was established. It is also pointed out that the lumber industry is this winter employing only about one-third of its normal number of workers. Consequently, it is declared that every minor employed represents an additional adult out of employment. As a result, the Commission believes it the lesser of two evils that minors should be laid off rather than married men, or men more likely to be married, or in any event, adults be given the preference over minors under existing conditions affecting employment.

The Kenfield-Lamoreaux Company of Washburn, Wis., a large box and crating manufacturing concern, is transferring the greater part of the business of its branch factories at Bemidji, Minn., to the main mills at Washburn, due to the damage done to the Bemidji works by fire recently, when the sawmill was almost totally wiped out. A new horizontal resaw and some other items of equipment have been purchased for installation at Washburn. The Minnesota mill was used largely for manufacturing stock for the Washburn plant.

The H. J. Thorsen Lumber Company of Appleton, Wis., has been incorporated with a capital stock of \$100,000 by H. J. Thorsen of Appleton; W. J. Grossman of Green Bay, and E. E. Brain of Appleton.

The Hardwood Market

CHICAGO

The Chicago hardwood market continued slow throughout the first half of January, but a substantial quickening of trading is expected to set in early in February, when the furniture people have had time to take some analysis of the raw material needs developing out of the sales on the January furniture markets. This analysis is expected to result in substantial purchases. A fair trade is being done with the molding and interior trim manufacturers and prices are holding firm.

NEW YORK

The actual business transacted in the Metropolitan district since the turn of the year has been limited. But if we take into consideration the time of the year, the volume of hardwood movements is on no mean proportions. Inquiries are coming in in larger numbers, but curiosity as to quotations seems to prompt the major part of them. Improvement in orders has shown itself since the first of the year, and the orders placed are gradually growing large.

Retailers are practically buying from hand-to-mouth. When they have to have it, they buy, if not they hold off for lower prices which, down deep in their hearts, they must know cannot come. Bargains may be found now and then with some eager seller, but the trend of all grades of all woods is upward. Lots of lumber is sorely needed and a great deal is wanted, a judgment reached by talks with both wholesalers and retailers.

Inside work on tax exempt houses goes briskly on and is traced as a big factor in the present demand. Favorable weather for the season is playing its part in stimulating the market. Disturbances in the labor field are having a deterrent effect on building, but an early adjustment of the wage scale is earnestly hoped for.

It is learned from most reliable authorities in the hardwood industry that the trim people are so stacked with orders that they are unable to fill all their contracts, and that now they are buying a great many of their requirements all made up. Not only has an increase shown itself in the number of orders for trim, but the size of these orders has shown a material increase.

"Poplar is in good demand today. It is scarce in all grades and hard to get," said one of the largest handlers of hardwoods in New York City.

A good stock of mahogany is on hand and distributors seem in no hurry to obligate themselves for contracts. Shipments from Manila are reported to have slowed up to some extent. Information from a reliable source is

to the effect that the New York Central railroad has been making repeated inquiries for a fairly large volume of mahogany which has not yet been placed.

Any further increase in demand for almost all hardwoods in 1's and 2's in dry stock will cause, without question, a gradual uplift in prices. These assortments are very scarce, and an upward movement in price is confidently looked for in both upper and lower grades. First and second grades in some woods have advanced \$10 in the past sixty days. This applies particularly to poplar and gum and the advance is expected to come before the end of the month.

The auto trade is giving signs of renewed life in numerous inquiries for ash. Large orders have been placed recently in the West.

Other industrials are quiet. Buying in the furniture trade has dropped off considerably in the past week, but all through the holidays was reported as very satisfactory. The same is true of the piano business in this section.

Buyers are beginning to realize that stocks are scarce and are coming into the market more freely. A decided turn for the better in demand is looked for about the middle of February, possibly sooner. Gum and oak are finding a readier market. Maple and oak flooring are moving well. Wormy chestnut has shown a marked improvement in movement in the last thirty days. No. 1 common chestnut is very scarce and is in good demand.

BUFFALO

The hardwood trade is showing a fair amount of activity for the season, but consumers are holding off as a rule on the purchase of large lots at this time. January of last year showed up poorly in the volume of business and it is generally felt that the transactions of the present month will be larger. In fact, some yards report that they have already done more than in the same month of 1921. Improvement is expected to be much more pronounced as spring approaches, though it is not believed that trade is going to be on any boom basis.

Reports from the furniture factories state that they have a good volume of orders on hand and that they are using a large amount of walnut, as this is the most popular wood. Buying by these concerns is not large just now, owing to stocks on hand, but a better volume of orders is looked for soon. The automobile plants are looking forward to a good year, the attendance at the annual shows being about the largest on record, which indicates a large number of sales later.

BOSTON

Now that stock taking is about over, a slight improvement in demand for hardwoods here is noted the past fortnight and quite a fair-sized improvement in inquiry. In fact, the wholesalers believe that good business is really started on the way. The tone of the market is very firm in firsts and seconds, and quotations are the same as a week ago, without any concessions being offered and with dealings sometimes at the upper figures. The firmness of tone extends sometimes to the Nos. 1 and 2 common. There has been quite a little of the business done here recently in oak, especially quartered stock. A feature of the market here now is the difficulty of securing red gum in fair-sized lots. Most of the business being done here now continues to be with the hardwoods yards and with the furniture people. There is some improvement noted with the piano makers. The business with the chair makers and with the other consumers of hardwoods here is very dull indeed at the present time. But the trade is confident that better times are coming very soon, in view of the inquiry that is now reaching out in this market.

BALTIMORE

Conditions in the hardwood trade are slowly improving in that the demand for stocks shows some increase, with greater interest being displayed in the offerings and at least some of the consumers disposed to make arrangements for adding to their assortments. Some of the dealers here have been receiving a larger volume of business than they felt there was reason to expect, and a hopeful view is being taken of the future. With the stocks of hardwoods reported very light, some of the mills which had been closed down for weeks have resumed operations on the theory that their output will be needed by the time it is ready for the market, and the range of the quotations no longer exhibits a sagging tendency, even if so far the advances noted have not been of impressive proportions. The distributors as well as the producers feel quite confident that there will be no further recessions in values and that the quotations may be expected to show a gratifying measure of stability. The views entertained about the future are for the most part very moderate. Few, if any, of the hardwood men persuade themselves that anything like a boom will develop, but they look for a good absorption, with the assortments of users of stocks being augmented, so as to bring them up once more to proportions in all respects adequate for the needs of business. The undertone as to the foreign trade also appears to be characterized by confidence. Of course, the buyers abroad are still holding off whenever this policy can be pursued on the possibility that the shippers will offer concessions; but indications of growing strength in the market have become sufficiently distinct and numerous to dissipate all further doubt.

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE  RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The **MOWBRAY**
& **ROBINSON CO.**
(INCORPORATED)
CINCINNATI, OHIO

We Offer Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and to offer kiln drying service of proven efficiency for handling either green or dry lumber. This service is based on the same conservative care which has always characterized our every department from the log to the finished product.

We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

Try *Stimson at Owensboro*
the next time

J. V. Stimson & Co.
OWENSBORO, KENTUCKY

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

Main Office
BUFFALO, N. Y.

Complete stock of
Dry Northern Hardwoods

HARD MAPLE

BIRCH

SOFT MAPLE

BEECH

BASSWOOD

ELM

MILLS AT PELLSTON AND MUNISING, MICHIGAN

For Better Service

The Chapman & Dewey Lumber Co., after thirty-four years in Kansas City, Mo., announces the removal of the main offices of the company to the Bank of Commerce Building in Memphis, Tenn. The Memphis office will be in touch, by long distance telephone, with our yards and mills at Marked Tree, Arkansas. Our stock of 15,000,000 feet of Southern Hardwoods will be immediately available to fill your requirements.

Chapman & Dewey Lbr. Co.

Main Office, Bank of Commerce Bldg., Memphis, Tenn.

W. C. DEWEY, Pres.
H. C. DEWEY, Treas.

W. B. CHAPMAN, Vice-Pres.
A. SMITH, Sales-Manager.

District Sales Office, 500 Rialto Bldg., Kansas City, Mo.

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring

ALL GRADES AND THICKNESSES

MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"



The sign to follow
for Maple Flooring

Maple, Birch, Basswood, Elm, Beech

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

COLUMBUS

A fairly strong market in hardwoods has developed in Columbus and central Ohio territory since the first of the year. Inquiries are coming in well both from retailers and from factories and some of the inquiries are developing into orders. In fact orders are gradually increasing as inventories have been figured and plans laid for the early part of the year. A rather optimistic tone prevails on all sides and prospects are believed to be brighter.

Retailers have only fair stocks and as a result are coming into the market. They are still buying from hand-to-mouth largely although orders are gradually increasing. The mild weather has favored continued building operations and many new dwellings are started. There is a growing scarcity of stocks in the upper grades and this will probably continue for some time as the new cut will not be marketable for some time.

Prices are firm at the levels which have prevailed for some time. Quartered and plain oak are selling well and prices are not cut. There is also a good demand for basswood, ash and chestnut.

CLEVELAND

The turn of the year has brought an improved demand for hardwoods in this market. Most of the material, as formerly, is finding its way into housing and other construction that is being finished through the winter. Fewer calls are noted for prospective work, but this is natural in severely cold weather, when new projects do not go ahead, and there has been a protracted cold spell here. The present absorption of material making for a heavier demand than usual for this time of year, is serving to keep the market steady, in fact rather firm, when ordinarily at this time some sagging off in prices might be noted. Moreover, as material reaching this market for wholesale distribution has not been plentiful, yards find they are not over-stocked. In fact, any real spurt in demand for any hardwood material would serve to diminish that particular line since no stocks are overabundant in yard. So, while prices remain unaltered, there is no sign that they will be lower. The revival in the manufacturing trades, furniture, automobiles, truck and the like, is slow but steady since the beginning of the year.

CINCINNATI

Hardwood lumbermen report business rather slow. A majority of the orders coming in at this time, are from the furniture manufacturers and none of them are buying up to their standard. Local furniture manufacturers returning from the exhibits said that more orders were placed than anticipated. While business is dull, prices are holding firm, which is largely due to the shortage of upper grade stocks in this market. Red gum is about the best item on the list, although oak and elm have been given a pretty good play during the past two weeks. While nothing like normal business is in sight, January will bring its share of replacement orders, particularly from the smaller cities in Ohio and Kentucky, to follow the depletion of the yards prior to stock taking. No great volume of business is anticipated until spring. The volume of inquiries is not as large as two weeks ago, although some of the larger establishments report an increased volume of inquiries from the railroads but whether they will develop into orders remains to be seen. Exporters are doing some business, but nothing like they should for this time of the year. Furniture manufacturers in this territory are making more oak furniture today than for the past ten years, but walnut still seems to enjoy the best demand. There is a confident feeling that there will be no further decrease in price and that the pendulum will shortly begin to swing the other way. It is predicted that with anything like normal buying there will be a shortage of both domestic and imported hardwoods and particularly so in view of the decreased operations of the past season and the limited logging activities being carried on this winter. The trade here feels that the worst has been experienced and from now on an improvement in conditions can be looked for.

SOUTH BEND

Market conditions on hardwoods in general remain unchanged, with the exception of plain oak. The lower grades No. 1 and No. 2 common have slumped off slightly. 4/4 FAS oak prices remain very firm, especially red oak.

The dullness of the market is attributed to inventory, but some large inquiries are in circulation and the big buyers show a willingness to purchase if there is any decline in red or sap gum.

Prevailing prices are as follows, delivered this rate: 4/4 FAS plain red oak, \$110; white oak, \$115; 4/4 No. 2 common red oak, \$60; white oak, \$65; 4/4 No. 2 common oak, \$36. 4/4 FAS plain red gum, \$112; 4/4 No. 1 common, \$68. 4/4 FAS sap gum, \$50; 4/4 No. 1 common sap gum, \$34; 4/4 No. 2 common sap gum, \$25.

EVANSVILLE

There has been little or no change in the trade situation with the hardwood lumber manufacturers of southern Indiana, southern Illinois and western and northern Kentucky during the past two weeks or so and while the manufacturers are looking for better business they do not know when the improvement will begin. Most of the hardwood mills in this

section are either being operated on part time or are closed down altogether. General business conditions continue to hold their own and there is a feeling that 1922 is going to be a better trade year than was 1921. Collections are holding their own very well. Few logs are coming into the local market, due to the rains and floods in the logging districts of the south and along Green and Barren rivers in western Kentucky. Log prices are regarded as rather high. Lumber prices are holding their own very well and no serious reductions are looked for between now and spring, for the reason that many of the mills report low stocks and when the demand shows a picking up there is found to be an upward tendency in prices, the manufacturers and wholesalers declare. Wood working plants in this city, as well as those at Owensboro, Ky., and Tell City, Ind., are being operated from 75 to 80 per cent normal time. It is believed that a little later on the furniture plants of Evansville will be able to operate on a better schedule than at the present time. The outlook for the furniture trade is much better now than it was a year ago this time and the manufacturers here who have returned from the Chicago market, report that they secured enough business to keep their plants in operation for several weeks to come.

MEMPHIS

The hardwood market is slowly gaining in activity as a result of the better demand now being experienced as compared with the average of the past several weeks. Both inquiries and orders are somewhat more numerous, and, although business is not yet back to proportions shown before the Christmas holidays, and the inventorying period intervened, members of the trade here believe that there will be good buying by the end of the current month or early in February at the latest. Manufacturers of flooring, sash, doors and interior trim are the best buyers at the moment and these are taking fair quantities of oak and other southern hardwoods. Wholesale interests are buying moderately while there is a fair volume of orders from miscellaneous consumers. Export inquiry is rather more active than a short time ago and members of the industry here who cater to the foreign trade are disposed to look for somewhat heavier buying from overseas.

Furniture interests are not buying much lumber at present but the trade here is very much encouraged over reports received from the Grand Rapids and Chicago furniture markets. It is generally felt that there will be a good demand from furniture manufacturers as the season progresses, thus supplementing buying on the part of building trade interests.

It is pointed out that the market is displaying a healthy undertone. Failure of a more active demand to develop has not resulted in pressure to sell on the part of holders and practically all sales effected are on the basis of list prices.

It is probable that there has been some increase in hardwood stocks during the past several weeks, not because of relatively large production but because of very limited shipments. It is anticipated, however, that, in the very near future, unless demand fails to broaden as expected, shipments will again exceed output. The production outlook is by no means inspiring to either manufacturing or consuming interests. Log supplies are the smallest in the history of the southern hardwood lumber industry and the time of the year is at hand when logging is usually seriously held in check by unfavorable weather developments. At the same time, the fact remains that the number of crews actually in the woods shows a heavy loss compared with the average for this time of the year and that log supplies would be relatively light even if the crews at work should show something like 100 per cent efficiency.

BEAUMONT

The expected dullness in the hardwood market following upon the heels of the holidays has duly put in its appearance. Very few orders are being booked, but inquiries in limited quantities are coming in from all sections of the country, which is looked upon as rather a healthy condition.

There is a strong feeling of optimism among the manufacturers, and this is further strengthened by conditions which would tend to prevent a decline from present established prices. There are no stocks to speak of at either the mills or at plants drawing their supplies from this section. This, of course, refers particularly to upper grades. The production is very low and it takes only a small number of orders to take care of the cut.

The fact that the Santa Fe railroad has made a cut of approximately 25 per cent on lumber from east Texas and west Louisiana points served by that system to Beaumont is being commented upon very favorably by the hardwood men. The action of the Santa Fe is looked upon as a very favorable omen and if the same concessions can be secured over the Santa Fe and other lines to the northern wood working plants, the situation will be considerably changed.

While it is too early to make any definite prognostications, hardwood men look upon the situation as a whole as very favorable for a good year.

LOUISVILLE

The most encouraging news received is from the furniture shows, where it is reported the manufacturers are taking good orders, and are feeling satisfied that a good volume of business is to be done. Already a few

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL
A SUBURB OF KNOXVILLE
FONDE, KY., & DUFF, TENN.

DELTA HARDWOODS

OUR ESTABLISHED POLICY

IS TO PRODUCE ONLY THE BEST IN
HARDWOODS. THIS IS ASSURED
BY THE FACT THAT ONLY VIRGIN
TIMBER IS LOGGED AND CUT INTO
LUMBER. WE CARRY IN STOCK A
SPLENDID ASSORTMENT AND CAN
SUPPLY ANY OF THE REGULAR
GRADES AND THICKNESSES OF OAK,
GUM, ELM, ASH AND COTTONWOOD
IN UNIFORM QUALITY AND TEXTURE

HARDWOODS
THAT
APPEAL

The
BREECE
Manufacturing Co.
Arkansas City, Ark.

Double Band Mills

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH		HARD MAPLE	
4/4 FAS	30,000'	4/4 6" & Wider, 8" & Longer	
4/4 Selects	15,000'	No. 1 Com. & Btr.	100,000'
4/4 No. 1 Common	15,000'	5/4 No. 1 Com. & Btr.	60,000'
4/4 No. 2 Common	100,000'	6/4 No. 1 Com. & Btr.	100,000'
5/4 Selects	55,000'	6/4 No. 1 Com. & Sel.	60,000'
5/4 No. 1 Common	10,000'	6/4 No. 2 Common	150,000'
5/4 No. 2 Common	80,000'	8/4 No. 2 Com. & Btr.	200,000'
8/4 No. 1 & 2 Common	11,000'	10/4 No. 1 Com. & Btr.	90,000'
SOFT ELM		12/4 No. 1 Com. & Btr.	30,000'
4/4 No. 2 Com. & Btr.	100,000'	SOFT MAPLE	
6/4 No. 2 Com. & Btr.	50,000'	4/4 No. 2 Com. & Btr.	150,000'
8/4 No. 2 Com. & Btr.	33,000'	6/4 No. 2 Com. & Btr.	14,000'
ASH		8/4 No. 1 Com. & Btr.	100,000'
4/4 No. 2 Com. & Btr.	100,000'	BASSWOOD	
5/4 No. 1 Com. & Btr.	45,000'	4/4 No. 1 Com. & Btr.	100,000'
		4/4 No. 2 Common	45,000'

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Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

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Sales Office, Indianapolis, Ind.
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Manufacturers of

Quartered White Oak Quartered Red Oak and Other Hardwoods

When in the market for

High Grade Lumber

please let us have your enquiries.

orders for veneers, panels, and hardwoods are leaking into the hands of lumbermen. However, salesmen report that it is hard to find buyers in their offices just now. Inquiries are better and some business is being done, while it is claimed that within ten days or two weeks it looks as if the first-of-the-year depression will be past. The musical instrument lines are a little more active. The hardwood flooring and interior trim outlook is good. Implement, vehicle and wagon business is slow. Export inquiry is very fair, and jobbers are placing more inquiries.

NEW ORLEANS

Having practically been "on vacation" for the past three or four weeks principally because of the holiday season and the usual slackening down of business on and about the first of the year, the hardwood market for the extreme South and Southwest has now definitely begun to show signs of improvement and indications are that the trend for the better is permanent and that it will continue to grow in magnitude as the year 1922 advances.

Prices standing firm as Gibraltar; production gradually on the decrease because of inclement logging weather throughout the lower Mississippi delta, despite persistent and consistent efforts of the manufacturers to speed up their output; inquiries increasing apidly and actual demand more active than for a month past; such, in a nutshell, is the market situation at the present writing for the New Orleans territory.

The few price fluctuations of most recent date have all been on the better grades. The lower grades seem to be slightly more popular just now than for several months past and their prices are sticking steadfastly with no tendency whatever of any further declines.

The export trade is improving gradually, with the movement of some of the better grades to Spain, the United Kingdom, the River Plate region of South America and some mixed stuff to Mexico, though in small quantities to the Southern Republic.

MILWAUKEE

The experience of the hardwood industry in the first few weeks of the new year has been a continuance of the favorable situation noticeable in the last sixty days of the old year, and on this basis both the input of logs and the production of lumber has made further advances. In the case of many sawmills, operations were interrupted only for the two double holidays, instead of for the customary period of a week, ten days or two weeks over the entire holiday season. But perhaps most significant is the fact that some large mills which have been idle for as long as six months have been placed in operation since January 1 because of the pressure of demand and the good prospects ahead.

There is actually a serious shortage of the top qualities of hardwoods at mills, while the medium and lower grades are not at all in plentiful supply. With a steady broadening of the demand the scantness of the supply becomes more and more apparent, and for this reason a good many lumber concerns in the North have extended their woodwork for the remainder of the winter, and there already is considerable talk of summer logging this year, among mill companies that find themselves without ample supplies to maintain the present increased production schedules.

Prices are very firm and advances of the last thirty to sixty days not only are strongly held, but are being subjected to further upward revision, especially since southern hardwoods are on the upgrade. Naturally the improved price situation has much to do with the efforts being made to increase production, but there seems to be no danger that this movement will be carried to the point where the market is likely to be glutted with stock.

The demand covers a wider scope of sources than for a year or longer. The automotive industries are again inquiring and some buying already has been done. Flooring manufacturers are scouring the market for fresh supplies of maple. Furniture factories are ordering in a broader way and the musical instrument industry is looking up once more. Box and crating factories are beginning to feel the effect of improvement in general manufacturing.

TORONTO

The Ontario hardwood market continues to improve somewhat, although the volume of business is small and conditions are still affected by the period of stock-taking among the manufacturing industries and the lumber companies themselves. There is a fair demand for several lines of hardwood and prices are advancing. It is recalled that a year ago the market was on the down grade and this decline continued until November. Then buying was resumed on a fairly large scale and prices began to climb slowly, continued upward until December 1, when they struck an even keel, and have remained about that level since. It is generally conceded that while the contemplated demand during the spring and summer will undoubtedly result in the stiffening of prices, the advance is not expected to be very rapid, and certainly prices will not even approach the peak level of 1920. The conclusion which at present seems definite is that the wholesale price of lumber, particularly in the east today is considerably lower than it will be sixty and ninety days hence. The construction lumber market is bound to advance above its present level and the hardwood market is already well on the way.

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Hardwood lumber salesman to cover North Carolina and adjacent territory. Tell all about yourself. Give references. Address Box 851, care HARDWOOD RECORD.

WANTED

At once, a live, experienced Hardwood Salesman to cover Eastern Pennsylvania, Maryland and New Jersey. No triflers wanted. Address Box 849, care HARDWOOD RECORD.

WANTED

Experienced Panel Salesman willing to travel for a large first-class Middle West panel manufacturing plant. In reply give full details. Replies confidential. Address Box 852, care HARDWOOD RECORD.

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A well-established Hardwood Yard at Buffalo covering thoroughly New York and New England States, desires a reliable mill connection for direct shipments of Gum. Address P. O. Box 634, Buffalo, N. Y.

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Salesman acquainted with buyers and who can obtain orders for sales and order books, can make favorable commission arrangements with leading Chicago concern in this line. CHICAGO SALES BOOK COMPANY, 337 W. Madison St., Chicago.

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Thoroughly competent of handling any pine or hardwood mill in the country. Can give best of references. R. M. Grasby, Warren, Arkansas.

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Buyer, thoroughly acquainted with hardwoods, figured woods and veneers. Wide and varied experience logs manufacture, sales. Road work. Commission or salary. Address Box 838, care Hardwood Record.

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CALIFORNIA REDWOOD BURL

We have two carloads nicely figured REDWOOD BURL for sale at low prices. Nelson E. Jones, 201 California St., San Francisco, Cal.

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FOR SALE—200,000 FEET PLAIN

Red and white oak, No. 2 common and better, thoroughly air dried, six inches and wider, eight feet and longer, consisting of 1 1/2, 2, 2 1/2, 3, 3 1/2 and 4-inch. Two cars 1 1/2 and 2" log run hickory. 200,000 feet 1" B & Better yellow pine eight inch and wider, eight foot and longer. 100,000 feet 1 and 2-inch poplar log run, located at Waynesboro, Pa. E-B Co., Rockford, Ill.

WANTED

Orders for
2 cars 5 64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

LUMBER WANTED

WANTED

5 4x12 quartered white oak 1&2. If not full carload fill out with some 4 4 1&2 regular. FRANK C. SNEDAKER & CO., INC., 9th & Tioga Sts., Philadelphia, Pa.

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We buy carloads dry Maple, Birch, Beech and Hickory. Also air-dried and green sawdust. Send samples and quote prices to ACME SAWDUST CO., 76 North 6th St., Brooklyn, N. Y.

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We are always in the market for hardwoods and yellow pine lumber of all kinds. Quote your best price f. o. b. Jamestown, stating shipping point. SOUTHERN LUMBER COMPANY, Jamestown, N. Y.

WANTED

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This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$6.00. For those who send in their order now, accompanied by check, we will make a special price of \$5.00.

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WE ARE BUYING

Cherry and Walnut logs and lumber. CHERRY LUMBER COMPANY St. Bernard Sta., Cincinnati, O.

WANTED—GOOD WALNUT LOGS

Ten-inch and up in diameter. Will pay highest cash price and inspect at loading point. Write us. J. W. FRYE LBR. & VENEER CO., Dayton, Ohio.

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Eleven thousand acres very fine Hardwood in southwestern Arkansas running heavily to forked leaf white oak and hickory. A quality proposition. S. S. Ford, Arkansas City, Ark.

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Tracts of twenty, fifty, one hundred, and one hundred and fifty million feet, gum, oak and poplar; Georgia and South Carolina; price and terms reasonable; deal direct with owners. J. W. Barnes, Savannah, Ga.

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A real bargain in about 60,000,000 feet of good timber near the Soo, about 40% Red Birch, 30% Maple, balance Hemlock, Pine, Spruce and Cedar. Fair logging and excellent shipping facilities. W. H. Ranson, Sault Ste. Marie, Mich.

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14,000 acres in western North Carolina, will cut 371,500,000 feet with double band mill equipment. All high grade timber. Railroad into timber. Virgin forest.
35,000 acres in western North Carolina, will cut 337,229,000 feet. Five miles to one railroad, eight miles to another. Fine, smooth, original forest.
50,000 acres which will cut 8,500 feet per acre, good logging conditions, very best original forest.
7,000 acres original forest in Cooke and Sevier Counties, Tenn. Will cut 138,000,000.
6,500 acres of West Virginia hardwood timber, on C. & O. Ry. Will cut 35,000,000 feet of oak and poplar. Full mill equipment.
5,000 acres in Highland County, Virginia. Will cut 5,000 feet per acre.
2,000 acres West Virginia hardwood timber, will cut 11,000,000 feet. Three miles to railroad.
On the above tracts the prices and terms are right. Full information furnished on application. Frank H. Brazie, 306 State Street Bank Bldg., Charleston, W. Va.

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J. F. Mueller & Son Co.

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Operating Hardwood Sawmill in the South—capacity 40,000 daily—fine location—good water and houses—mill equipment first class—70,000,000 feet of standing timber—2,000,000 feet sawed timber in yard. Mortgages or exchanges will not be considered. Address Box 845, care Hardwood Record.

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One Rebuilt 78" St. Joe Iron Works Veneer Lathe with new set of knives, ready for immediate delivery. Write Noble Machine Company, Fort Wayne, Ind., for price.

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Four side planer and matcher, 8"x28", in good order, full set knives, shiplap, flooring and jointer heads, side, top and bottom hoods, countershaft, everything complete ready to run. \$500.00 on car. C. P. Crosby, Rhinelander, Wis.

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One right-hand brand new modern 16-foot Veneer Saw with automatic set works and positive offset. Fixed for direct motor drive. The last word for veneer and thin lumber sawing. For particulars address Box 824, care HARDWOOD RECORD.

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NO. 2 C. & BTR., white, 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COM. & BTR., 5/4, 6/4, 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4 & 16/4". W. P. BROWN & SONS LBR. CO., Louisville, Ky.

NO. 1 C. & BTR., white, 12/4"; reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 3, 4/4", all wtds. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

FAS, soft, 8/4, 10/4"; NO. 2 C., 6/4". S. P. COPPOCK & SONS LBR. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 12/4"; NO. 1 C. & SEL., 1/2". TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 2 C., 4/4, 5/4, 6/4, reg. wtds. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4", good wtds., 40% & btr. 14 & 16' long. H. A. HOOVER, South Bend, Ind.

NO. 3 & NO. 2 C. & B., 4/4", reg. wtds. & lgths. dry. KNEELAND-BIGELOW CO., Bay City, Mich.

FAS, NO. 1 C. & SEL. NO. 2 C., white, all 4/4, 5/4, 6/4, 8/4, 10/4, 12/4", reg. wtds. 50% or BTR. 14 & 16' 8-12 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4". HARRY H. MAUS, So. Bend, Ind.

LOG RUN, 4/4", reg. wtds. & lgths., yr. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 10/4, 12/4, 14/4, 16/4", reg. wtds. & lgths., 1-6 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & SEL., 4/4", reg. wtds. & lgths.; NO. 2 C., 4/4", reg. wtds. & lgths. WISCONSIN LBR., Chicago, Ill.

FAS, white, 4/4-8/4", reg. wtds. & lgths., 4-6 mos. dry. NO. 1 C. & BTR., white, 4/4-16/4", reg. wtds. & lgths., 4-10 mos. dry. NO. 1 C., 4/4-16/4", reg. wtds. & lgths., 4-10 mos. dry; NO. 2 C., 4/4-8/4", white, reg. wtds. & lgths., 4-10 mos. dry. JOHN M. WOODS CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4". WOOD-MOSAIC CO., INC., New Albany, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 2 yrs. dry, northern stock, tough texture. YEAGER LBR. CO., Buffalo, N. Y.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2, 4/4", all wtds. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

FULL LOG RUN, 4/4". EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 & BTR., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS, 6/4, 8/4", reg. wtds. & lgths., dry; NO. 2 C., 6/4", reg. wtds. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4", kiln dried. MAISEY & DION, Chicago, Ill.

NO. 1 C. & BTR., 5/4", key stock; FAS, NO. 1 C., both 4/4"; NO. 2 C., 4/4, 6/4"; NO. 3 C., 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

LOG RUN, 4/4, 5/4". HARRY H. MAUS, So. Bend, Ind.

NO. 1 C. & BTR., 4/4, 5/4", reg. wtds. & lgths., yr. dry; NO. 2 C., 4/4, 5/4", reg. wtds. & lgths., yr. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

BEECH

NO. 1 C. & BTR., 8/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 10/4". S. P. COPPOCK & SONS LBR. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 5/8, 6/4". EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 5/4", reg. wtds. & lgths., dry; NO. 3 C., 6/4", reg. wtds. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 2 C. & BTR., 3/4, 4/4, 6/4, 8/4", reg. wtds., 35-50% 14 & 16', 5-7 mos. dry; (approx. 25% FAS, 50% NO. 1 C. SEL., 25% NO. 2 C.) LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4, 8/4": av. wtds. & lgths. dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

LOG RUN, 5/8", reg. wtds. & lgths., 1-6 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 4/4, 8/4, 10/4", all wtds. & lgths., 2 yrs. dry; NO. 1 C. & SEL., 4/4", all wtds. & lgths., 2 yrs. dry; NO. 2, 4/4, 5/4", all wtds. & lgths., 2 yrs. dry. FAS, 5/4, 6/4", all wtds. & lgths., 2 yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C., 4/4". EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 & BTR., 4/4, 5/4, 8/4, 10/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & SEL., 3/4", kiln dried & air dried; NO. 1 C. & BTR., 4/4", kiln dried. MAISEY & DION, Chicago, Ill.

NO. 1 & 2 C., 1x4, 5/4, 6/4"; NO. 1 C. & SEL., 4/4", 5" & wider; NO. 2 C., 4/4", 5" & wider; NO. 3 C., 4/4"; NO. 1 C. & BTR., 10/4, 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

SEL. & NO. 1 C. (28% select), 4/4", reg. wtds. & lgths., yr. dry; NO. 2 C., 4/4", reg. wtds. & lgths., yr. dry; NO. 2 C., 5/4", reg. wtds. & lgths., 8 mos. dry; NO. 1 C. & BTR., 6/4, 10/4", reg. wtds. & lgths., 8 mos. dry; NO. 1 C. & BTR. (60-70% FAS), 8/4", reg. wtds. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., (5% FAS), 4/4, 5/4", good wtds., 50% 14 & 16', (20% 10" & up), dry; NO. 1 C., high grade, 8/4", good wtds. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 2 C., 4/4", reg. wtds., std. lgth., 2 yrs. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COTTONWOOD

NO. 1C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", ran. wtds., 50-60% 14 & 16', 8 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

FAS, 4/4"; NO. 1 C., 4/4". C. B. COLBORN, Memphis, Tenn.

NO. 1 C. & BTR., 4/4", reg. wtds. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4", 60% 14 & 16', 10 mos. dry; NO. 1 C., 4/4, 5/4", 60% 14 & 16', 10 mos. dry. JOHNSON BROS. HDWD. CO., Memphis, Tenn.

BX. BDS., 4/4", 13-17 & 9-12", 50% or BTR., 14 & 16', 6-8 mos. dry; FAS, 13" & up, & 6" & up, 50% or BTR. 14 & 16', 6-8 mos. dry; NO. 1 C. & SEL. & NO. 2 & 3 C., reg. wtds., 50% or BTR. 14 & 16', 6-8 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, 4/4", 6-12", reg. lgths.; NO. 1 C. & SEL., 4/4, 5/4", reg. wtds. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 C., NO. 2 C., both 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & NO. 2 C., both 4/4", ran. wtds., 50-60% 14 & 16', 8 mos. & over dry. CULL & PECK, 4/4" ran. wtds., 50-60% 14 & 16', 8 mos. dry. THE BREECE MFG. CO., Arkansas City, Ark.

NO. 1 SHOP, Pantherburn, 4/4"; BOXING Pantherburn, 1x4 & up; PECK Pantherburn, 4/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4-12/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4", 13" & up, 25% 20" & up; FAS, 8/4", 16" & up to 35". HOLLISTER-FRENCH LBR. CO., So. Bend, Ind.

SEL. & BTR., 4/4"; NO. 1 SHOP, 4/4". KING MILL & LBR. CO., Paducah, Ky.

FAS, 4/4, 5/4", reg. wtds. & lgths.; NO. 1 SHOP, 4/4" reg. wtds. & lgths.; NO. 1 C., 4/4, 5/4, 6/4" reg. wtds. & lgths.; NO. 1 C., 4/4", 8-10-12", reg. lgths.; NO. 2 C., 4/4, 5/4, 6/4", reg. wtds. & lgths.; SELS, 6/4", reg. wtds. & lgths.; NO. 2 C., 4/4", 8-10-12", reg. lgths.; NO. 2 C., 4/4, 8-10-12", reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wtds., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN, 5/4, 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 8/4". W. P. BROWN & SONS LBR. CO., Louisville, Ky.

LOG RUN, 8/4, 10/4"; NO. 1 C., 12/4". S. P. COPPOCK & SONS LBR. CO., Fort Wayne, Ind.

NO. 2 C. & B., 4/4, 10/4"; NO. 3 C., 4/4". EAST JORDAN LBR. CO., East Jordan, Mich.

FAS, 4/4-16/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4/4, 5/4, 6/4"; NO. 3, 4/4, 6/4"; NO. 1 & BTR., 8/4, 10/4, 12/4". FOSTER-LATIMER LBR. CO., Mellen, Wis.

COM. & BTR., 4/4-12/4", reg. wtds. & lgths., dry. H. A. HOOVER, So. Bend, Ind.

NO. 1 & BTR., 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., (will sort to grade), 6/4", reg. wtds. & lgths., dry; NO. 3 C., 6/4", reg. wtds. & lgths., dry; NO. 1 C. & BTR., 10/4", reg. wtds. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

LOG RUN, 5/4, 10/4", reg. wtds. 60%, or btr. 14 & 16', 8-10 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4 to 12/4. HARRY H. MAUS, So. Bend, Ind.

LOG RUN, 8/4"; NO. 2 C. & BTR., 10/4"; FAS, 12/4"; NO. 1 C., NO. 2 C., both 12/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 2 C. & BTR., 4/4", reg. wtds. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 8/4, 10/4, 12/4", reg. wtds. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 & 3 C., 4/4", av. wtds. & lgths., dry; NO. 1 & 2 C., 8/4", good wtds. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 2 C. & BTR., 4/4", WOOD-MOSAIC CO., INC., Louisville, Ky.

ELM—ROCK

LOG RUN, 8/4", ran. wtds., 50-60% 14 & 16', 8 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

GUM—PLAIN RED

FAS, NO. 1 C. & SEL., NO. 2 C., all 4/4, 5/4, 6/4", reg. wtds., 50% or btr. 14 & 16', 10-12 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", air dried; NO. 1 C. & SEL., 4/4", kiln dried. MAISEY & DION, Chicago, Ill.

NO. 2 C., 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, 4/4". PANOLA LBR. & MFG. CO., LBR. CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C., 5/4"; COM. & BTR. SND., 4/4". W. P. BROWN & SONS LBR. CO., Louisville, Ky.

NO. 1 C. & BTR., 5/4". C. B. COLBORN, Memphis, Tenn.

FAS, 5/4, 8/4"; NO. 1 C. & SEL., 3/4, 8/4"; FAS, SND., 3/4, 6/4"; NO. 1 C. & SEL. SND., 6/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

COM. & BTR. SND., 6/4-12/4", good wtds., 40% 14 & 16', dry. H. A. HOOVER, So. Bend, Ind.

NO. 1 C. & BTR. SND., 4/4, 8/4, 10/4, 12/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4. RUSH LBR. CO., Memphis, Tenn.

GUM—SAP

NO. 2 C., pl., 4/4", ran. wtds., 50-60% 14 & 16', 8 mos. & over dry; NO. 2 C. & BTR., pl., 6/4", ran. wtds., 50-60% 14 & 16', 8 mos. & over dry. THE BREECE MFG. CO., Arkansas City, Ark.

BX. BDS., 4/4", 13-17". W. P. BROWN & SONS LBR. CO., Louisville, Ky.

NO. 2 C., 5/4". C. B. COLBORN, Memphis, Tenn.

FAS, 5/8", 14-15"; BX. BDS., 4/4", 13-17". TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 2 C. & BTR., pl. 4/4, 5/4, 6/4, 8/4", good wtds., 60% 14 & 16', 6 mos. dry, band sawn; NO. 2 C. & BTR., qtd. 4/4, 5/4, 6/4, 8/4", good wtds., 60% 14 & 16', 6 mos. dry, band

sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C., 5/8, 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, 3/4", BX. BDS., 4/4", 13-17". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 C., 5/8", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4, 5/4", reg. wdths. & lgths.; FAS, 5/4, 6/4", reg. wdths. & lgths.

NO. 3 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

GUM—MISCELLANEOUS

NO. 3 C., 5/4"; NO. 1 C. & BTR., tupelo, 4/4"; FAS, black, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, pl. & qtd. 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

COM. & BTR., qtd. black, 4/4"; COM. & BTR., pl. black, 4/4"; COM. & BTR., tupelo, 4/4"; BX. BDS., tupelo, 4/4", 9-12". W. P. BROWN & SONS LBR. CO., Louisville, Ky.

LOG RUN, qtd. black, 4/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, NO. 1 C., tupelo, both 4/4", 60% 14 & 16", 10 mos. dry; NO. 2 C., tupelo, 4/4, 5/4", 60% 14 & 16", 10 mos. dry. JOHNSON BROS. HIWAD. CO., Memphis, Tenn.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

FAS, No. 1 C., Sel., NO. 2 C., black, 4/4", reg. wdths., 50% or btr., 14 & 16", 8-10 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 2 C. & BTR., qtd. black, 4/4", good wdths., 60% 14 & 16", 6 mos. dry band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., qtd. black, 4/4". RUSH LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 5/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

HACKBERRY

LOG RUN, 5/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

HICKORY

LOG RUN, 6/4, 8/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

LOG RUN, pecan, 6/4. BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry; MILL RUN, pecan, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. THE BREECE MFG. CO., Arkansas City, Ark.

NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., 12 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 8/4". W. P. BROWN & SONS LBR. CO., Louisville, Ky.

NO. 2 C. & B., 6/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 6/4, 7/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 6/4 to 16/4, reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

LOCUST

LOG RUN, 4/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

MAGNOLIA

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 10/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4", all wdths. & lgths., 2 yrs. dry; NO. 2 C. & BTR., 5/4", all wdths. & lgths., 2 yrs. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., qtd. sawn, 4/4"; NO. 1 C. & BTR., 4/4", 10" & wider; NO. 3 C., 4/4". EAST JORDAN LBR. CO., East Jordan, Mich.

FAS, 10/4, 12/4, 16/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4"; NO. 1 C. & SEL., 5/4, 6/4"; HIGH GRADE QTD., 5/4, 6/4, 8/4"; END PILED WHITE, 5/4, 6/4"; NO. 3 C., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 9/4, 12/4, 14/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4, 5/4, 6/4, 8/4, 12/4", dry; NO. 3 C., 1x6 & wider, 6' & 7' dry. KNEELAND-RIGELOW CO., Bay City, Mich.

NO. 1 C. & BTR., 8/4"; NO. 1 & 2 C., 4/4, 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

FAS & NO. 1 C., 6/4, 8/4, 10/4", good wdths.,

largely 12' long, yr. dry; FAS, NO. 1 & NO. 2 C., 12/4", good wdths., largely 12', yr. dry. JOHN I. SHAFER HDWD. Co., So. Bend, Ind.

FAS (15% selects), 4/4", 6" & up, reg. lgths., yr. dry; NO. 1 & 2 C., 5/4", reg. wdths. & lgths., 10 mos. dry; NO. 1 C. & BTR., 5/4, 8/4, 10/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C., 5/4, 8/4", dry; NO. 1 & 2 C., 10/4", dry; STRIPS, sap, 1x4, 5/4x4" & 5", dry; STEP PLANK, 6/4", dry. VON PLATEN-FOX CO., Iron Mountain, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4, dry. KNEELAND-RIGELOW CO., Bay City, Mich.

NO. 1 C., worm holes no def., 8/4", 10/4"; NO. 2 C., worm holes no def., 4/4, 8/4, 10/4"; FAS, worm holes no def., 8/4, 10/4". LOG RUN, worm holes no def., 8/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

LOG RUN, 10/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4". C. B. COLBORN, Memphis, Tenn.

FAS, 1/2"; NO. 1 C. & SEL., 3/4"; NO. 2 C., 1/2, 3/4"; NO. 3 C., 5/8, 3/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4 to 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 5/8, 3/4, 5/4, 6/4"; NO. 2 C., 5/8, 3/4. NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C., 1/2, 5/8". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 3/4, 4/4"; NO. 1 C., 3/4, 4/4, 5/4"; RUSH LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS, 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C., 3/4, 4/4, 6/4"; NO. 2 C., 3/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 10/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4", good wdths. & lgths., 2 yrs. dry; NO. 1 C., 4/4", good wdths. & lgths., 2 yrs. dry. BUSKIRK-HEYSER LBR. CO., Cincinnati, O.

NO. 1 C. & SEL., 3/8". TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8 to 6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 C., 4/4". RUSH LBR. CO., Memphis, Tenn.

FAS, 4/4, 6/4"; NO. 1 C., 4/4"; SD. WORMY; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

COM. & BTR., 5/8", 6/4". W. P. BROWN & SONS LBR. CO., Louisville, Ky.

NO. 1 C. & SEL., 5/8, 3/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8 to 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths.; 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., NO. 2 C., both 5 8". NORTH VERNON LBR. MILLS, North Vernon, Ind.

CLEAR STRIPS, 4/4", 2 1/2-5 1/2". COM. STRIPS, 2 1/2-5 1/2". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4". RUSH LBR. CO., Memphis, Tenn.

FAS, 1/2, 3/4, 4/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 5 8, 4/4, 5 4, 6/4"; NO. 2 C., 3/4, 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, COM. & BTR., TRAM PLANK, NO. 3 C., all pl. 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

SD. WORMY, 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

TIMBERS, SOUND & SQ., edge, full sizes, all sizes & lgths. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 4/4-12/4", 40% & btr. 14 & 16" long; yr. & over dry. H. A. HOOVER, South Bend, Ind.

NO. 3 C., 4/4". HYDE LBR. CO., So. Bend, Ind.

NO. 1 C. MIXED, 4/4, 8/4". KING MILL & LUMBER CO., Paducah, Ky.

NO. 1 C. & BTR., R. & W., 4/4, 5/4". HARRY H. MAUS, So. Bend, Ind.

SWITCH TIES, 7x9-16", 7x9-14". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

POPLAR

NO. 1 C., 4/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4, 10/4, 12/4, 16/4", good wdths. & lgths., yr. dry; NO. 2 A., 4/4", good wdths. & lgths., yr. dry; BX. BDS., 4/4", 13-17", good lgths., yr. dry; NO. 1 C., 5/4, 6/4, 8/4", good wdths. & lgths., yr. dry. BUSKIRK-HEYSER LBR. CO., Cincinnati, O.

NO. 2 C. & BTR., 4/4 & 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", kiln dried. MAISEY & DION, Chicago, Ill.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 50% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 A. & B. COM., 4/4, 5/4, 6/4". RUSH LBR. CO., Memphis, Tenn.

SAPS & SELECTS, 4/4"; NO. 1 C., 3/4, 4/4"; NO. 2 A. COM., 4/4, 5/4, 6/4"; NO. 2 B. COM., 4/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

SYCAMORE

NO. 1 C. & BTR., pl., 5/8, 4/4, 6/4"; NO. 2 C. & BTR., pl., 5/4, 10/4". NO. 2 C. & BTR., qtd., 5/8"; NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4". All thoroughly dry, band sawn and equalized. ANDERSON-TULLY CO., Memphis, Tenn.

LOG RUN, qtd. 4/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

LOG RUN, 5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, NO. 1 C., NO. 2 C., all pl. 5/8" NO. 2 C. & BTR., pl. 5/8, 6/4"; FAS, NO. 1, NO. 2 C., qtd., all 5/8". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C. & BTR., qtd., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

WALNUT

FAS, 1/2, 4/4, 5/4, 6/4, 8/4"; SELS., 4/4, 5/4, 8/4"; NO. 1 C., 4/4, 5/4, 8/4"; NO. 2 C., 5/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS

DIMENSION STOCK

GUM

CLEAR SAP SQUARES, 2x2, 2 1/2x2 1/2-30"; CLEAR RED SQUARES, 2 1/2x2 1/2-20". C. B. COLBORN, Memphis, Tenn.

HARD MAPLE

FAS, SQS., 4x4-8x8". G. ELIAS & BRO., INC., Buffalo, N. Y.

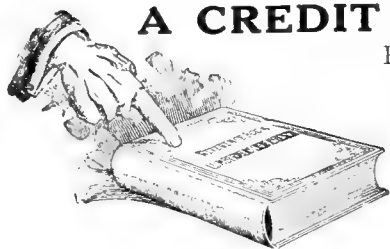
OAK

AUTO BOW STRIPS, 1 1/2x1 1/2-7' 6" & 7'. C. B. COLBORN, Memphis, Tenn.

VENEER—FACE

ASH

LOG RUN, brown, 1/20, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.



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BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.
LOG RUN, 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.
ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.
LOG RUN, 1/20", 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.
SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.
ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

LOG RUN, 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.
SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.
ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.
SHEET STOCK, rotary cut, 1/20, 6-36, 92", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-86, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.
ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 56-92". SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.
FLITCH STOCK, sliced qtd., figured, 6-13" long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16" long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SHEET STOCK, rotary cut, 1/20, 6-36, 92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86" and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.
ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.
EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

Striped mottled, AFRICAN & HONDURAS. PL. HONDURAS, drawer bottom stock, unusually fine stock. FREIBERG MAHOGANY CO., Cincinnati, O.
SLICED, striped, plain, mottled, std. 1/28"

thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

QTD. SAWED, Ind. white, 1/20 & 1/16". smoothly sawn, good figure; QTD. SLICED, Ind. 1/24", smoothly sawn, good figure; PLAIN & CURLY, Ind. white, 1/20", smoothly sawn, good figure. F. M. BACHMAN CO., Indianapolis, Ind.

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl. 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

LOG RUN, white, 1/16, 1/8, 6-36, 48-86. UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8/30" wide, 4-10" long. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-50"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.
SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86" & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4 6-37, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

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MACON, GA.

WALNUT

SLICED, 1/28"; FIG. BUTTS, 1/30"; SAWN, 1/8". F. M. BACHMAN CO., Indianapolis, Ind.
SLICED & ROTARY CUT, highly figured. FREIBERG MAHOGANY CO., Cincinnati, O.
1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

TABLE TOP STOCK, 4/4, 4" & up, 43-46-49", 4 mos. dry. HUFF-STICKLER LBR. CO., So. Bend, Ind.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

CROSS BANDING AND BACKING

BIRCH

CROSS BANDING, 1/28, 1/24, 1/20, cut to size. UNDERWOOD VENEER CO., Wausau, Wis.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CROSS BANDING, 1/20, 6-69, 17-70. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

COUNTER FRONTS

ALL WOODS, 144x28 & 42. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

PANELS AND TOPS

THREE PLY, 1/4", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 1/4", G2S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ASH

THREE PLY, brown, G1S, qtd. 24", 72" & G2S, 1/4, 24", 72". UNDERWOOD VENEER CO., Wausau, Wis.

BIRCH

THREE & FIVE PLY, pl. & curly. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4x24x48, G2S; FIVE PLY, 3/4x36x72, G1S, 3/4x24x72, G2S, 3/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, G1S, 1/4", 24", 72" & 30", 72"; G2S, 5/16, 24-72, & 5/16, 30-72". UNDERWOOD VENEER CO., Wausau, Wis.

FIR

DRAWER BOTTOMS, BACKING, G1&2S, THREE PLY, 1/4", 3/8" & 3/7"—also three ply door panels. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x36x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE-PLY, 1/8", G1S, 24-30 & 36" wide, 72" long; THREE PLY, 3/16", G1S, 24-30 & 36" wide, 72" long. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

GUM

THREE PLY, pl. & fig. 1/4", 3/8". R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.



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and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

G. ELIAS & BRO., Inc. ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

YEAGER LUMBER CO., Inc. EVERYTHING IN HARDWOODS

932 ELK STREET

Buffalo Service Satisfies

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres.

M. M. Wall, Treas.

T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

Standard Hardwood Lumber Co. OAK, ASH and CHESTNUT

1333 CLINTON STREET

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

(*See page 72)

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2 & 71)

Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, OHIO

OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak

These are a few of the many species
of oak in commercial use

(*See page 11)

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquill, Ark.

(*See page 43)

Veneers and Hardwood Lumber

Hoffman Brothers Company

Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
JEROME HARDWOOD LUMBER CO.
Manufacturer Jerome, ARKANSAS

Oak is the standard by which other lumbars
are judged. It is the "Old Reliable."

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

*The largest remaining stand of hardwood
timber, the appalachian region, contains a
heavy percentage of oak.*

We Manufacture Hardwood Lumber

C. & W. Kramer Company

Richmond, Indiana

*Oak is showing a steady gain in popular-
ity as a cabinet wood.*

(*See page 72)

Miller Lumber Company

Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 57)

Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

NATIONAL LUMBER COMPANY

HARDWOODS
WIDE ALL IN
NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(*See page 10)

Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties

Quarter-sawn White Oak, Plain Red and White Oak
C. L. BITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

W. M. Ritter Lumber Company

Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

*The name "Oak," from time immemorial,
has been the symbol of strength and relia-
bility.*

(*See page 69)

W. P. Brown & Sons Lumber Co.

9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE
OF CHURCH FURNITURE.

*Oak combines more strength with more
beauty than any other wood grown.*

We have for fall shipment large stock of 10/4 and
12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4
in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

EAKIN LUMBER COMPANY

Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY

BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page —)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50
per cent when they are compared among
themselves, and there is no less difference
among different species when their strength
is under consideration.

(*See page —)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 56)

Long-Knight Lumber Co.

Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company

Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills

R. MANKIN & COMPANY

HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—

Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been
estimated at 25,000,000,000 feet, and that is
equalled by West Virginia, while Arkansas
leads all others with 26,765,000,000.

(*See page 11)

QUARTERED OAK OUR SPECIALTY Memphis Band Mill Company

Manufacturer, Memphis TENNESSEE

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 4)

Salt Lick Lumber Company

Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company

TEXARKANA, TEXAS

Annual Capacity of Our Hardwood Mills
15,000,000 Feet

*The depression of lumber prices is ex-
pected to have no permanent effect on oak
veneer because of scarcity of its cut.*

(*See page 12)

We have to offer at present a few cars of 4/4 F&S Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

*"The Oak Is the Most Majestic of Forest
Trees."—London.*

A. B. C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always

WILLIAMS LUMBER COMPANY

FAYETTEVILLE, TENN.

(*See page —)

Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company

Coal Grove, Ohio
Manufacturer

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

Norman Lumber Company

LOUISVILLE, KENTUCKY

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE HAVE A GOOD STOCK OF
5/8 to 16/4 ASH

AND A COMPLETE STOCK OF
4/4 to 8/4 POPLAR

LET US HAVE YOUR INQUIRIES

Edward L. Davis Lumber Co.
FOURTH AND K STREETS

Space—Plus—Service

- 1—Space
(Buying Power, \$376,000,000)
- 2—Bulletin
of Consumers
- 3—Copy Writing
- 4—"Hardwoods For Sale"
Section

Economy Commensurate With Value
HARDWOOD RECORD

"THERE IS A REASON"

(With apologies to Postum)

WHY?

The R. R. May Hardwood Co.

616 INTER-SOUTHERN BUILDING

should merit your consideration in placing orders for your 1922 Lumber requirements, if you expect to get value received in grade manufacture, quality and texture as well as service.

(With apologies to no one)

"THEY SATISFY"

(With apologies to Chesterfields)

W. P. Brown & Sons Lumber Company

INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLPORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR, ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

CHICAGO

The World's Greatest Lumber
and Woodworking Center

Maisey & Dion
Hardwoods
KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 to 2423 So. Loomis St.
TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

Southern Hardwoods

OAK—ASH—GUM—CYPRESS

SAWMILLS

Port Barre, La.; Hazelwood, La.;
Wildsville, La.; Jonesville, La.;
Whelen Springs, Ark.

Aberdeen Lumber Co.

1221 Lumber Exchange Bldg., Chicago, Ill.

CLARENCE BOYLE

ESTABLISHED 1850 INCORPORATED 1913

MANUFACTURERS
AND WHOLESALERS

Southern Hardwoods
and Cypress

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

Michigan Hardwoods

Dry Stock January, 1922

BASSWOOD

1x6½ to 11½ FAS.....	130M
1x11¼ & up FAS.....	30M
1x4 Clear	9M
1x5½ & up Selects.....	110M
1x4 No. 1 Common.....	35M
1x6 No. 1 Common.....	80M
1x7 & up No. 1 Common.....	80M
4/4 No. 2 Common.....	30M
4/4 No. 3 Common.....	53M

GRAY ELM

4/4 FAS	20M
1x10 & up FAS.....	40M
6/4 No. 1 Common & Better...	79M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

VON PLATEN-FOX CO.

MANUFACTURERS OF
NORTHERN WOODS

Offer the following DRY HARD MAPLE

1x4 Sap Strips.....	60 M	6/4 Step Plank	12 M
5/4x4 & 5 Sap Strips.....	16 M	8/4 No. 1 Common.....	50 M
5 4 No. 1 Common.....	350 M	10/4 No. 1 & 2 Common.....	75 M

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Bldg.

CHICAGO OFFICE
1329 Peoples Gas Bldg.

HAVE YOU MET THIS YEAR'S LUMBER NEEDS ?

The turn of the year has developed a more clean-cut picture of hardwood supplies. In the matter of production natural causes are now fully in force in retarding output. What natural causes will not accomplish will be insisted upon by the bankers. Production is definitely prescribed and can not be expanded before spring.

Consumption shows improvement, developing increasing call on already much over-strained stocks. Anderson-Tully Seventy Million Feet of annual Hardwood Production and the varied nature of its operation have fortunately made it possible to keep our stocks well rounded out. This stock runs in quartered and plain oak, gum and other Southern woods in lumber and veneers and is sold under our consistent high standards of quality and service.

We shall be pleased to help any buyer cover his season's needs.

ANDERSON-TULLY CO.
MEMPHIS, TENNESSEE



MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**

L'ANSE, MICHIGAN

**Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple**

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

**Miller
Lumber
Co.**

MARIANNA, ARKANSAS

*2 Band Mills
100,000 feet Daily Capacity*



Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, FEBRUARY 10, 1922

Subscription \$2
Vol. LII, No. 8

TURNER-FARBER-LOVE COMPANY

MANUFACTURERS

HARDWOOD LUMBER AND SLACK COOPERAGE

SUCCESSORS TO

DARNELL-LOVE LUMBER CO.

LELAND, MISS.

RUSSE & BURGESS, INC.

MEMPHIS, TENN.

LELAND STAVE & LUMBER CO. LELAND & CHICAGO

MEMPHIS, TENNESSEE
U.S.A.

F. T. TURNER, PRESIDENT
G. A. FARBER, VICE PRES.
H. D. LOVE, V. PRES.
R. W. RICKETTS, V. E. PRES.
F. G. WOODS, TREASURER
E. C. GAUSE, SECRETARY
H. JOHANNSEN, ASST. SEC.
C. W. HARRIS, ASST. SEC.
C. W. PARHAM, SALES MGR.
W. F. LITTLE, MGR. LUMBER DEPT.



FOUR BAND MILLS
ANNUAL CAPACITY 60,000,000 FT.

CHICAGO OFFICE
1039 MARQUETTE BUILDING
PHONE RANDOLPH 7857

NEW ORLEANS OFFICE
623 630 H. B. R. N. A. BANK BLDG.

WE BEG TO ANNOUNCE the amalgamation of the DARNELL-LOVE LUMBER COMPANY of LELAND, MISSISSIPPI, the LELAND STAVE & LUMBER COMPANY of LELAND, MISSISSIPPI, and CHICAGO, ILLINOIS, and RUSSE & BURGESS, INC., of MEMPHIS, TENNESSEE, under the name of

Turner-Farber-Love Company of Memphis, Tennessee

We wish to thank you for past favors and hope you will favor the TURNER-FARBER-LOVE COMPANY with your patronage.

DARNELL-LOVE LUMBER COMPANY
LELAND STAVE & LUMBER COMPANY
RUSSE & BURGESS, INCORPORATED

ESTABLISHED 1798

INCORPORATED 1920

HARDWOODS and PINE

UNDER SHEDS

HIGH GRADES

PROMPT SHIPMENTS

J. Gibson McIlvain Company
Philadelphia

QUALITY
GOLDEN RULE
SERVICE

THE ANDERSON-TULLY CO.

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers**Seventy Million Feet a Year*

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

WE OFFER the FOLLOWING for IMMEDIATE SALE

HARD MAPLE

4/4 No. 1 Com. & Bet....	675M	4/4 No. 1&2 Com.	300M
4/4 No. 1&2 Com.	600M	4/4 No. 2 Com.	150M
4/4 Selected White	50M	4/4 No. 3 Com.	125M
4/4 No. 3 Com.	750M	5/4 1st & 2nds.....	100M
5/4 No. 1 Com. & Bet....	300M	5/4 Sel. Wh. Key Stock....	150M
5/4 No. 1&2 Com.	275M	5/4 No. 1 Com. & Bet.	300M
5/4 No. 2 Com.	150M	5/4 No. 1&2 Com.	225M
5/4 No. 3 Com.	375M	5/4 No. 2 Com.	100M
6/4 No. 1 Com. & Bet....	525M	5/4 No. 3 Com.	75M
6/4 No. 1&2 Com.	310M	6/4 1sts & 2nds	50M
6/4 No. 2 Com.	75M	6/4 No. 1 Com. & Bet.	250M
6/4 No. 3 Com.	600M	6/4 No. 1&2 Com.	200M
8/4 No. 1 Com. & Bet....	400M	6/4 No. 2 Com.	135M
8/4 No. 1&2 Com.	470M	6/4 No. 3 Com.	125M
8/4 No. 2 Com.	150M	8/4 No. 1 Com. & Bet.	175M
8/4 No. 3 Com.	300M	8/4 No. 1&2 Com.	200M
10/4 No. 1 & Bet.	150M	8/4 No. 2 Com.	75M
12/4 No. 1 & Bet.	200M	8/4 No. 3 Com.	140M
14/4 No. 1 & Bet.	75M	12/4 No. 2 Com. & Bet.	45M
16/4 No. 1 & Bet.	100M	14/4 No. 2 Com. & Bet.	35M

BASSWOOD

4/4 No. 1 & Bet.600M

BIRCH

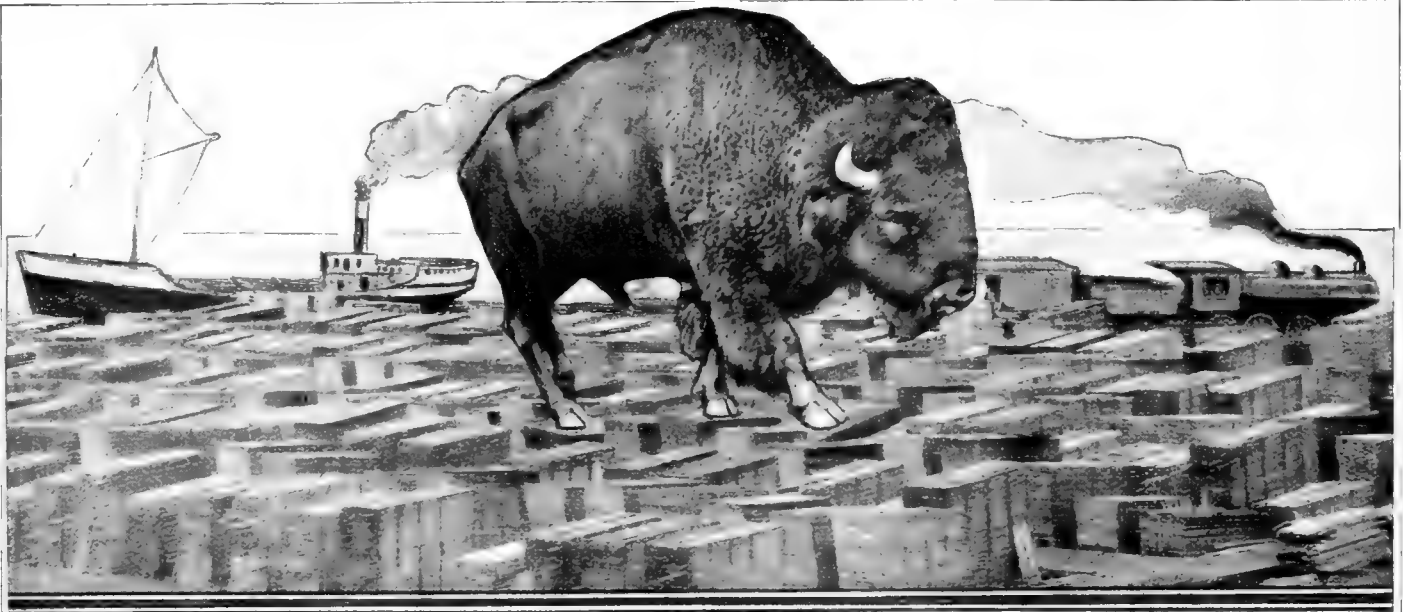
4/4 No. 1 Com. & Bet.500M
4/4 No. 1&2 Com.200M

4/4 No. 2 Com.	200M
4/4 No. 3 Com.	300M
5/4 No. 1 Com. & Bet.	50M
5/4 No. 1&2 Com.	50M
5/4 No. 2 Com.	75M
5/4 No. 3 Com.	130M
6/4 No. 1 Com. & Bet.	75M
6/4 No. 1&2 Com.	80M
6/4 No. 2 Com.	75M
6/4 No. 3 Com.	250M
8/4 No. 1 Com. & Bet....	300M
8/4 No. 1&2 Com.	75M
8/4 No. 3 Com.	275M
10/4 No. 2 Com. & Bet.	125M
12/4 No. 2 Com. & Bet....	100M
14/4 No. 2 Com. & Bet.	25M

SOFT ELM

4/4 No. 2 Com. & Bet....	400M
5/4 No. 2 Com. & Bet.	300M
6/4 No. 2 Com. & Bet.	100M
8/4 No. 2 Com. & Bet.	200M
10/4 No. 1 Com. & Bet.	275M
12/4 1sts & 2nds	30M
12/4 No. 1 Com. & Bet....	300M

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



Buy and sell Hardwoods in Buffalo
 where 60 to 70,000,000 feet are carried at
 all times. Shipments can move quickly to
 and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
 Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881
 965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.
 We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

SOUTH BEND firms are recognized as having been built on conservative, sound lines. The distinctive advantages of South Bend, its seven railroads, its unusual mail, 'phone and wire facilities, constitute a real service for the buyer. His order placed with South Bend firms, can and will be correctly shipped and followed through with personal attention right into his shop and with a high standard of business ethics governing every detail of the transaction.

The Powell-Myers Lumber Co.

MANUFACTURERS

Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension

RED and SAP GUM

The Soft Delta Kind. All thickness and grades.
WRITE

The Hyde Lumber Co.

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of

HARDWOOD LUMBER

MILLS AND YARDS IN TENNESSEE

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

The E & W Lumber Company

NORTHERN and SOUTHERN

HARDWOODS

MILL: EDWARDSBURG, MICHIGAN

The Woodruff-Powell Lumber Co.

SPECIALIZING IN

POPLAR and WALNUT

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

Concentrating Yards:

Cairo, Illinois, and Troy, Tennessee

HEAVY OAK IS OUR SPECIALTY

H. A. HOOVER

Manufacturer and Wholesaler

Northern and Southern Hardwoods

THICK STOCK A SPECIALTY

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND

SOUTH BEND, INDIANA

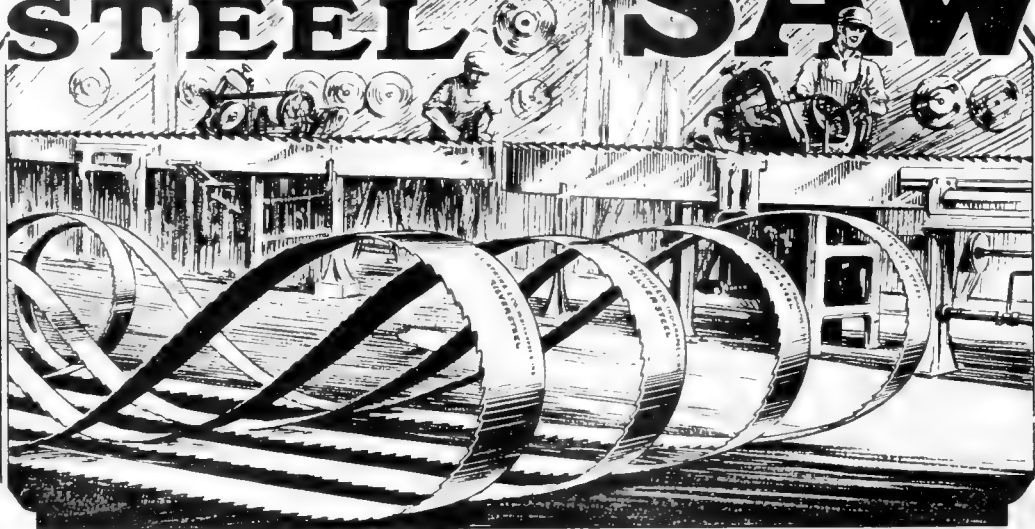
HARDWOODS AND YELLOW PINE

THE FULLERTON POWELL HARDWOOD LUMBER CO.


Manufacturers Indiana Hardwoods

BAND MILL, LAPORTE, INDIANA


ATKINS SILVER STEEL SAWS



We are proud of this advertisement because it was written by one of our old customers. The above is a view of the filing room of the Astoria Mahogany Company, Long Island City, N. Y., where Atkins Silver Steel Saws are preferred and used exclusively because their high quality proves that they are the cheapest in the long run. Read this letter.



ASTORIA MAHOGANY COMPANY inc.




MAHOGANY
LUMBER AND VENEER

LONG ISLAND CITY, N. Y.
October, 8, 1921

..... "Incidentally, it may be pleasant for you to know that we have had great success with "Atkins" saws, which fact is evidenced by the number of orders that our account with you will show we have purchased."

Very truly yours,
ASTORIA MAHOGANY COMPANY, INC.
By *John Williams*

ASW-W



When one's customers advertise one's saws so well, isn't it conclusive evidence that they are
"The Finest on Earth"

Send us your specifications for saws, machine knives, saw tools, saw specialties and Atkins-Coleman Feed Rolls



E. C. ATKINS & COMPANY
ESTABLISHED 1857

The Silver Steel Saw People

Saws, Saw Tools, Machine Knives and Metal Cutting Machinery
Home Office and Factory, INDIANAPOLIS, IND.

Canadian Factory, Hamilton, Ont., Can.

Machine Knife Factory, Lancaster, N. Y.



BRANCH HOUSES

ATLANTA
CHICAGO
MEMPHIS

MINNEAPOLIS
NEW ORLEANS
NEW YORK CITY

PORTLAND, ORE.
SEATTLE
SAN FRANCISCO

VANCOUVER, B. C.
SYDNEY, N. S. W.
PARIS, FRANCE

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS

MEMPHIS

PLAIN RED OAK	
4 3/4" 1s & 2s.....	50,000'
4 3/4" No. 1 & 2 Com.....	50,000'
4 3/4" No. 2 Common.....	25,000'
4 1/2" Sound Wormy.....	50,000'
PLAIN WHITE OAK	
4 3/4" 1s & 2s.....	25,000'
4 1/2" No. 1 & 2 Com.....	25,000'
QUARTERED WHITE OAK	
4 1/2" Log Run.....	30,000'
PLAIN RED GUM	
3 4/4" No. 1 Com. & Btr.....	15,000'
4 3/4" No. 1 Common.....	25,000'
5 3/4" No. 1 Com. & Btr.....	12,000'
4 3/4" Box Boards, 12-17".....	25,000'
PLAIN SAP GUM	
4 3/4" 1s & 2s.....	50,000'
4 3/4" No. 1 Common.....	125,000'
4 3/4" No. 2 Common.....	50,000'
5 3/4" 1s & 2s.....	25,000'

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

Thompson & deFenelon

HARDWOOD LUMBER

ASH	
5 3/4" No. 1 & Btr.....	20,000'
5 3/4" No. 2 & Btr.....	20,000'
BLACK GUM	
4 1/4" No. 2 Com. & Btr.....	30,000'
SAP GUM	
4 3/4" No. 1 Com. & Btr.....	50,000'
6 3/4" No. 1 Com. & Btr.....	35,000'
QTD. RED GUM, SND.	
4 3/4" No. 1 Com. & Btr.....	40,000'
10 3/4" No. 1 Com. & Btr.....	40,000'
QUARTERED RED GUM	
4 3/4" No. 1 Com. & Btr.....	30,000'
6 3/4" No. 1 Com. & Btr.....	15,000'
8 3/4" No. 1 Com. & Btr.....	25,000'
PLAIN RED GUM	
4 3/4" No. 1 Common.....	5,000'
5 3/4" No. 1 Common.....	5,000'

RUSH LUMBER CO.

RED OAK	
5 3/4" FAS. aver. width, 4 1/2".....	100,000'
6 mo.	100,000'
5 3/4" No. 1 & Sel, 6 mo.	50,000'
6 3/4" FAS. 4 mo.	15,000'
6 3/4" No. 1, 4 mo.	10,000'
WHITE OAK	
5 3/4" FAS. aver. width 10".....	15,000'
5 3/4" No. 1, 5 mo.	35,000'
SAP GUM	
5 3/4" FAS. aver. width, 10".....	150,000'
8 mo.	150,000'
5 3/4" No. 1, aver. width 9".....	200,000'
8 mo.	200,000'
QUARTERED RED GUM	
8 3/4" FAS. 5 mo.	35,000'
8 3/4" No. 1, 5 mo.	75,000'

Chicago Lumber & Coal Co.
1817 N. PARKWAY, MEMPHIS

MAIN OFFICE.....St. Louis, Mo.
CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

HARDWOODS

PLAIN WHITE OAK	
5 3/8" 1s & 2s.....	20,000'
5 3/8" No. 1 Common.....	20,000'
5 3/8" No. 2 Common.....	15,000'
1 1/2" 1s & 2s.....	15,000'
1 1/2" No. 1 Common.....	15,000'
1 1/2" No. 2 Common.....	15,000'
6 1/2" 1s & 2s.....	15,000'
6 1/2" No. 1 Common.....	20,000'
6 1/2" No. 2 Common.....	20,000'

PLAIN RED OAK	
5 3/8" 1s & 2s.....	20,000'
5 3/8" No. 1 Common.....	50,000'
5 3/8" No. 2 Common.....	20,000'
3 3/4" No. 2 Common.....	15,000'
4 3/4" 1s & 2s.....	30,000'
4 3/4" No. 1 Common.....	200,000'
4 3/4" No. 2 Common.....	50,000'
6 3/4" 1s & 2s.....	15,000'
6 3/4" No. 1 Common.....	20,000'
6 3/4" No. 2 Common.....	15,000'

PLAIN MIXED OAK	
4 3/8" Sound Wormy.....	25,000'
4 3/8" No. 2 Com. & Btr.....	50,000'
4 3/8" No. 1 Wormy.....	50,000'
4 3/8" No. 2 Com. & Btr.....	50,000'
4 1/2" Sound Wormy.....	100,000'
4 1/2" No. 2 Common.....	100,000'
4 1/2" Sound Wormy.....	50,000'
4 1/2" No. 2 Common.....	50,000'

MIXED OAK BRIDGE PLANK	
7 3/4" Sw. T. & Cr. T. & S.....	50,000'
QUARTERED RED GUM	
8 3/4" No. 1 Com. & Btr.....	60,000'
COTTONWOOD	
4 3/4" Box Bds., 13-17".....	50,000'
4 3/4" Box Bds., 9-12".....	100,000'
4 3/4" 1s & 2s, 13" & up.....	30,000'
4 3/4" 1s & 2s, 13" & up.....	30,000'
4 3/4" No. 1 Common.....	30,000'

Mark H. Brown Lumber Co.

Ready for Prompt Shipment

4 3/4" 1st & 2nd Genuine Tupelo.....	5 cars
4 3/4" No. 1 Common Genuine Tupelo.....	5 cars
4 3/4" 6 to 12" 1st & 2nd Cottonwood.....	3 cars
4 3/4" 13" and wider 1st & 2nd Cottonwood.....	3 cars
8 3/4" Select Yellow Cypress.....	3 cars
6 3/4" Log Run Beech.....	1 car
6 3/4" Log Run Sycamore.....	1 car
6 3/4" Log Run Soft Maple.....	1 car

Delivered prices on these, or any other items of Southern Hardwoods or Cypress, submitted on request.

Baker-Matthews Lumber Co.

QTD. RED GUM, SND.	
5 3/4" Com. & Btr.....	50,000'
6 3/4" Com. & Btr.....	30,000'
8 3/4" Com. & Btr.....	50,000'
PLAIN SAP GUM	
4 3/4" Com. & Btr.....	25,000'
4 3/4" No. 2 Common.....	100,000'
4 3/4" No. 3 Common.....	50,000'
5 3/4" Com. & Btr.....	200,000'
5 3/4" No. 2 Common.....	75,000'
6 3/4" Com. & Btr.....	25,000'
6 3/4" No. 2 & 3 Common.....	200,000'
PLAIN RED GUM	
4 3/4" No. 2 Common.....	100,000'
5 3/4" No. 1 Common.....	50,000'
6 3/4" No. 2 Common.....	100,000'
QUARTERED RED GUM	
4 3/4" No. 2 Common.....	25,000'

Geo. C. Brown & Co.

PLAIN SAP GUM	
5 3/8" FAS.....	220,000'
5 3/8" FAS.....	113,000'
4 3/4" No. 1 Common.....	126,000'
5 3/4" No. 1 Common.....	196,000'
4 3/4" No. 2 Common.....	155,000'
QUARTERED SAP GUM	
4 3/4" No. 1 Common.....	155,000'
PLAIN RED GUM	
4 3/4" No. 2 Common.....	100,000'
QUARTERED RED GUM	
4 3/4" No. 1 Common.....	76,000'
4 3/4" No. 2 Common.....	67,000'
PLAIN WHITE OAK	
1 1/2" No. 1 Common.....	25,000'
4 3/4" No. 2 Common.....	88,000'
PLAIN RED OAK	
4 3/4" FAS.....	63,000'
3 3/4" No. 1 Common.....	68,000'
4 3/4" No. 1 Common.....	302,000'
4 3/4" No. 2 Common.....	81,000'
4 3/4" No. 3 Common.....	297,000'

Pritchard-Wheeler Lbr. Co.

RAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

MEMPHIS

Partial List Dry Stock

PLAIN SAP GUM		PLAIN RED GUM	
6 1/4" FAS	2 cars	6 1/4" No. 1 Common	1 car
QUARTERED SAP GUM		6 1/4" No. 1 Com. & Btr.	1 car
5 1/4" FAS	2 cars	ELM	
1 1/4" FAS	3 cars	10 1/4" Log Run	1 car
4 1/4" No. 1 Common	4 cars	MAPLE	
PLAIN BLACK GUM		10 1/4" Log Run	1 car
6 1/4" No. 1 Com. & Btr.	1 car	CYPRESS	
QUARTERED RED GUM		5 1/4" FAS	1 car
8 1/4" No. 1 Com. & Btr.	5 cars	6 1/4" FAS	2 cars
6 1/4" No. 1 Com. & Btr.	1 car	8 1/4" FAS	2 cars
		PLAIN RED GUM, S. N. D.	
		10 1/4" FAS	1 car

Stillions-Mingea Lumber Co.

Mill: Rome, Miss. Sales Office: Memphis, Tenn.

QUARTERED WHITE OAK		10 1/4" Log Run	85,000'
4 1/4" FAS	28,000'	ELM	
4 1/4" No. 1 Common	46,000'	12 1/4" Log Run	108,000'
4 1/4" No. 2 Common	45,000'	10 1/4" Log Run	84,000'
5 1/4" FAS	14,000'	5 1/4" Log Run	50,000'
5 1/4" No. 1 Common	20,000'	4 1/4" Log Run	24,000'
6 1/4" FAS	11,000'	MAPLE	
6 1/4" No. 1 Common	16,000'	10 1/4" Log Run	65,000'
8 1/4" FAS	4,000'	8 1/4" Log Run	30,000'
8 1/4" No. 1 Common	24,000'	4 1/4" Log Run	20,000'
QUARTERED RED OAK		ASH	
4 1/4" FAS	16,000'	16 1/4" Com. & Btr.	30,000'
4 1/4" No. 1 Common	28,000'	12 1/4" Com. & Btr.	92,000'
PLAIN RED OAK		10 1/4" Com. & Btr.	30,000'
3 1/4" FAS	35,000'	8 1/4" Com. & Btr.	73,000'
4 1/4" Com. & Btr.	48,000'	8 1/4" No. 2 Common	14,000'
4 1/4" Sound Wormy	65,000'	6 1/4" Com. & Btr.	25,000'
5 1/4" Com. & Btr.	44,000'	6 1/4" No. 2 Common	15,000'
8 1/4" No. 1 Common	11,000'	5 1/4" No. 1 & No. 2 Com.	33,000'
SYCAMORE		4 1/4" No. 1 Common	38,000'
4 1/4" Log Run	35,000'	4 1/4" No. 2 Common	45,000'
6 1/4" Log Run	20,000'	4 1/4" No. 3 Common	17,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

COTTONWOOD		QUARTERED SAP GUM	
1 1/4" BR. 9-12"	8 mo. 2 cars	8 1/4" Com. & Btr.	4 cars
4 1/4" BR. 13-17"	8 mo. 2 cars	TUPELO	
1 1/4" FAS. 6-12"	8 mo. 3 cars	4 1/4" FAS. 12 mo.	3 cars
1 1/4" No. 1 Com.	8 mo. 4 cars	1 1/4" No. 1 Com.	12 mo. 5 cars
5 1/4" FAS. 8 mo.	4 cars	PLAIN RED OAK	
5 1/4" No. 1 Com.	8 mo. 5 cars	5 1/4" No. 1 Com.	12 mo. 4 cars
PLAIN RED GUM		SYCAMORE	
4 1/4" No. 1 Com.	6 mo. 1 car	10 1/4" Com. & Btr.	12 mo. 2 cars
5 1/4" No. 1 Com.	6 mo. 2 cars	MAPLE	
QUARTERED RED GUM		8 1/4" Log Run.	12 mo. 1 car
6 1/4" No. 1 Com.	6 mo. 1 car	10 1/4" Log Run.	12 mo. 1 car
8 1/4" Com. & Btr.	6 mo. 3 cars	CYPRESS	
PLAIN SAP GUM		8 1/4" FAS.	8 mo. 1 car
1 1/4" FAS.	10 mo. 3 cars	8 1/4" Select.	8 mo. 1 car
1 1/4" No. 1 Com.	10 mo. 3 cars	8 1/4" No. 1 Shop.	8 mo. 1 car
1 1/4" No. 2 Com.	10 mo. 3 cars	4 1/4" No. 1 Shop.	8 mo. 2 cars
5 1/4" FAS.	12 mo. 1 car	4 1/4" No. 1 Com.	8 mo. 3 cars
6 1/4" No. 1 Com.	12 mo. 5 cars		

Johnson Bros. Hdwd. Co.

QUARTERED WHITE OAK		5 1/4" 1s & 2s	18,000'
5 1/8" No. 1 Com. & Btr.	80,000'	5 1/4" No. 1 Com.	15,000'
4 1/4" 1s & 2s	15,000'	6 1/4" No. 1 Com.	75,000'
4 1/4" No. 1 & No. 2 Com.	200,000'	6 1/4" No. 2 Common	250,000'
5 1/4" No. 1 Com. & Btr.	17,000'	QUARTERED SAP GUM	
6 1/4" No. 1 Com. & Btr.	40,000'	4 1/4" No. 1 Com. & Btr.	18,000'
PLAIN WHITE OAK		6 1/4" No. 1 Com. & Btr.	90,000'
5 1/8" No. 1 Com. & Btr.	50,000'	8 1/4" No. 1 Com. & Btr.	30,000'
3 1/4" No. 1 Common	17,000'	PLAIN RED GUM	
4 1/4" 1s & 2s	15,000'	4 1/4" No. 1 Com. & Btr.	18,000'
4 1/4" No. 1 & No. 2 Com.	60,000'	6 1/4" No. 1 Common	45,000'
5 1/4" No. 1 Com. & Btr.	35,000'	QUARTERED RED GUM	
6 1/4" No. 1 Com. & Btr.	15,000'	4 1/4" No. 1 Com. & Btr.	18,000'
PLAIN RED OAK		5 1/4" No. 1 Com. & Btr.	75,000'
3 1/4" No. 1 & No. 2 Com.	100,000'	6 1/4" No. 1 Common	50,000'
4 1/4" No. 1 & No. 2 Com.	150,000'	8 1/4" No. 1 Com. & Btr.	30,000'
5 1/4" Step Plank	12,000'	MIXED OAK	
5 1/4" No. 1 Common	40,000'	5 1/8" No. 3	100,000'
PLAIN SAP GUM		3 1/4" No. 3	25,000'
5 1/8" No. 1 Com. & Btr.	35,000'	4 1/4" No. 3	75,000'
4 1/4" 1s & 2s	18,000'	5 1/8" Sound Wormy	50,000'
4 1/4" Wide Box Bld.	35,000'	4 1/4" Sound Wormy	100,000'
4 1/4" Narrow Box Bld.	17,000'	3 1/4" Sound Wormy	35,000'

Brown & Hackney, Inc.

QUARTERED WHITE OAK		PLAIN RED OAK	
1 1/2" FAS	12,000'	7 1/4" FAS	15,000'
2 1/2" FAS	11,000'	4 1/4" FAS	27,000'
1 1/2" FAS	20,000'	No. 1 Common	50,000'
1 1/2" No. 1 Common	21,000'	PECAN	
2 1/2" No. 1 Common	37,000'	8 1/4" Log Run	250,000'
1 1/2" No. 1 Common	100,000'	CYPRESS	
QUARTERED RED OAK		1 1/2" FAS	16,000'
1 1/2" FAS	30,000'	1 1/2" Select	25,000'
No. 1 Common	100,000'	4 1/4" FAS	15,000'
PLAIN WHITE OAK		8 1/4" Shop	23,000'
1 1/2" FAS	11,000'	1 1/2" Select & Btr.	93,000'
1 1/2" No. 1 Common	50,000'	5 1/4" Select & Btr.	70,000'
8 1/4" No. 1 Common	100,000'	8 1/4" Select & Btr.	70,000'

Stimson Veneer & Lbr. Co. INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD		8 1/4" No. 1 Com.	6 mo. 1 car
4 1/4" Com. & Btr.	6 mo. 1 car	6 1/4" Com. & Btr.	4 mo. 1 car
RED GUM		6 1/4" Log Run.	6 mo. 1 car
5 1/8" Com. & Btr.	6 mo. 1 car	SOFT MAPLE	
4 1/4" 1s & 2s.	6 mo. 1 car	4 1/4" 1s & 2s.	6 mo. 4 cars
4 1/4" No. 1 Com.	6 mo. 5 cars	4 1/4" No. 1 Com.	6 mo. 5 cars
SAP GUM		8 1/4" Com. & Btr.	4 mo. 1 car
6 1/8" 1s & 2s.	4 mo. 4 cars	WHITE OAK	
5 1/8" No. 1 Com.	4 mo. 2 cars	4 1/4" 1s & 2s.	6 mo. 2 cars
4 1/4" 1s & 2s.	4 mo. 1 car	4 1/4" No. 1 Com.	6 mo. 5 cars
4 1/4" No. 1 Com.	4 mo. 2 cars	QTD. WHITE OAK	
QTD. RED GUM		4 1/4" Com. & Btr.	6 mo. 1 car
8 1/4" 1s & 2s.	6 mo. 1 car		

J. H. Bonner & Sons

ASH		10 1/4" No. 1 Common	29,200'
4 1/4-12 1/4" No. 2 C. & B.	2 cars	1 1/4" Sound Wormy	11,000'
COTTONWOOD		8 1/4" Sound Wormy	32,700'
4 1/4" 6" & Wdr.	16,000'	5 1/4" No. 2 Common	13,500'
QUARTERED RED GUM	18,000'	6 1/4" No. 2 Common	20,200'
6 1/4" No. 1 Common	18,000'	8 1/4" No. 2 Common	16,700'
QUARTERED SAP GUM		10 1/4" No. 2 Common	6,000'
8 1/4" FAS	11,000'	QUARTERED WHITE OAK	
8 1/4" No. 1 Common	16,000'	1 1/4" FAS	10,100'
PLAIN SAP GUM		5 1/4" FAS	2,500'
5 1/4" FAS	9,000'	6 1/4" FAS	4,500'
4 1/4" No. 1 Common	63,000'	1 1/4" No. 1 Common	5,700'
5 1/4" No. 1 Common	28,000'	4 1/4" No. 2 Common	20,000'
PLAIN RED OAK		5 1/4" No. 2 Common	5,500'
8 1/4" FAS	4,000'	6 1/4" No. 2 Common	8,000'
10 1/4" FAS	12,100'	POPLAR	
4 1/4" No. 1 Common	19,200'	4 1/4" No. 1 Common	60,000'
5 1/4" No. 1 Common	6,000'	8 1/4" No. 1 Common	15,500'
6 1/4" No. 1 Common	15,100'	4 1/4" No. 2 Common	35,000'
8 1/4" No. 1 Common	18,700'		

Goodlander-Robertson Lbr. Co

HARDWOODS

MEMPHIS

PLAIN WHITE OAK		6 1/4" No. 2 Common	1 car
4 1/4" No. 1 C. & B. 8"	2 cars	8 1/4" No. 2 Common	1 car
4 1/4" FAS	1 car	PLAIN RED GUM	
4 1/4" No. 1 Common	2 cars	4 1/4" No. 1 Com. & Btr	1 car
PLAIN RED OAK		5 1/4" No. 1 Com. & Btr	1 car
4 1/4" FAS	1 car	QTD RED GUM SND.	
4 1/4" No. 1 Common	1 car	7 1/4" No. 1 Com. & Btr	1 car
PLAIN RED AND WHITE OAK		6 1/4" No. 1 Com. & Btr.	1 car
4 1/4" Sound Wormy	1 car	8 1/4" No. 1 Com. & Btr.	1 car
8 1/4" Sound Wormy	1 car	COTTAGEWOOD	
4 1/4" No. 3 Common	1 car	4 1/4" FAS	2 cars
QUARTERED WHITE OAK		4 1/4" No. 1 Common	2 cars
4 1/4" Clr. Strips, 2 1/2-5 1/2"	3,000'	Dimension Stock	
4 1/4" Com. Strips, 2 1/2-5 1/2"	3,000'	SAP GUM	
6 1/4" Com. Strips, 2 1/2-5 1/2"	15,600'	Clear 2x2-30"	1 car
6 1/4" No. 2 Common Strips	11,000'	Clear 2 1/2x2 1/2-30"	1 car
PLAIN SAP GUM		RED GTM	
4 1/4" FAS	2 cars	Clear 2 1/2x2 1/2-20"	12,000 pcs.
4 1/4" No. 1 Common	1 car	Clear 2x2-20"	5,000 pcs.
4 1/4" No. 2 Common	3 cars	PLAIN RED AND WHITE OAK	
4 1/4" Box Bds., 13-17"	5,000'	Clear 2x2-30"	1 car
4 1/4" Box Bds., 9-12"	5,000'	Clear 2x2-19"	1 car
5 1/4" No. 2 Common	5 cars	Clear 1 3/4x2-40"	2 cars

C. B. COLBORN

QUARTER SAWN SYCAMORE		LOCUST
5/8" No. 2 Com. & Btr. . .	60,000'	
4 3/4" No. 1 Com. & Btr. . .	27,000'	4 1/4" Log Run 20,000'
5 1/4" No. 1 Com. & Btr. . .	75,000'	
6 1/4" No. 1 Com. & Btr. . .	100,000'	HACKBERRY
		5 1/4" Log Run 100,000'
PLAIN SAWN SYCAMORE		
5/8" No. 1 Com. & Btr. . .	100,000'	
4 3/4" No. 1 Com. & Btr. . .	60,000'	HICKORY
5 1/4" No. 2 Com. & Btr. . .	200,000'	
1 6/8" No. 1 Com. & Btr. . .	150,000'	6 1/4" Log Run 28,000'
10 1/4" No. 2 Com. & Btr. . .	75,000'	8 1/4" Log Run 150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED
HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

PLAIN RED OAK		4 1/4" No. 1 Common.....107,000'
3/8" FAS.....	66,000'	4 1/4" No. 2 Common.....101,000'
1/2" FAS.....	55,000'	4 1/4" No. 3 Common.....423,000'
4/4" FAS.....	8,000'	
1 1/2" No. 1 Common.....	111,000'	QUARTERED WHITE OAK
3/4" No. 1 Common.....	99,000'	1 1/4" FAS.....251,000'
5/8" No. 1 Common.....	180,000'	5 1/4" FAS.....65,000'
4 1/4" No. 1 Common.....	191,000'	1 1/2" No. 1 Common.....112,000'
5 1/4" No. 1 Common.....	78,000'	5/8" No. 1 Common.....124,000'
5 1/4" No. 2 Common.....	148,000'	3 1/4" No. 1 Common.....71,000'
3 1/4" No. 2 Common.....	73,000'	4 1/4" No. 1 Common.....585,000'
4 1/4" No. 2 Common.....	336,000'	5 1/4" No. 1 Common.....144,000'
4 1/4" No. 3 Common.....	375,000'	6 1/4" No. 1 Common.....54,000'
4 1/4" Sound Wormy.....	109,900'	8 1/4" No. 1 Common.....108,000'
		4 1/4" No. 2 Common.....279,000'
PLAIN WHITE OAK		
1 1/2" FAS.....	211,000'	PLAIN RED GUM
5/8" FAS.....	183,000'	5 1/8" FAS.....121,000'
3 1/4" FAS.....	87,000'	4 1/4" FAS.....91,000'
4 1/4" FAS.....	152,000'	1 1/4" No. 1 Common.....52,000'
5/8" No. 1 Common.....	83,000'	
		PLAIN SAP GUM
		3 1/4" FAS, 13-17".....132,000'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

WHITE ASH

WHITE ASH		8 1/4" No. 2 Common . . . 21,000'
400' 11" & 15" 12 Mos. Dry		10 1/4" FAS 12,000'
1 1/2" FAS 12,000'		10 1/4" No. 2 Common . . . 7,200'
4 1/4" Common 76,000'		1 1/4" FAS 21,000'
4 1/4" No. 2 Common . . . 15,000'		12 1/4" Common 11,700'
4 1/4" Clr. Strips, 2 1/2-5 1/2" . 10,200'		12 1/4" No. 2 Common . . . 8,000'
5 1/4" FAS 17,000'		15 1/4" Com. & Btr. . . 15,000'
5 1/4" Common 15,000'		
7 1/4" No. 2 Common . . . 22,000'		CYPRESS
6 1/4" FAS 9,000'		50' 11" & 15" 12 Mos. Dry
6 1/4" Common 50,000'		4 1/4" FAS 1,000'
6 1/4" No. 2 Common . . . 17,000'		4 1/4" Sound 17,000'
8 1/4" FAS 8,000'		4 1/4" Shop 70,000'
8 1/4" Common 32,000'		4 1/4" No. 1 Common . . . 12,000'
		4 1/4" No. 2 Common . . . 5,000'

Tustin Hardwood Lumber Co.

QUARTERED RED OAK			PLAIN SAP GUM		
4 1/4" 1s & 2s	2 cars		4 1/4" 1s & 2s	3 cars	
4 1/4" No. 1 Common	5 cars		4 1/4" 1s & 2s, 13" & up.	2 cars	
4 1/4" No. 2 Common	4 cars		5 1/4" 1s & 2s	1 car	
4 1/4" 1s & 2s, 10" & up.	1 car		5 1/4" 1s & 2s, 13" & up.	2 cars	
5 1/4" 1s & 2s	2 cars		5 1/4" 1s & 2s, 18" & up.	1 car	
5 1/4" No. 1 Common	2 cars		4 1/4" No. 1 Common	5 cars	
5 1/4" No. 2 Common	1/2 car		4 1/4" No. 2 Common	5 cars	
6 1/4" No. 2 Common	1 car		QUARTERED RED GUM		
8 1/4" No. 1 Common	1/2 car		8 1/4" 1s & 2s	1 car	
4 1/4" Strips, 2-5 1/2"	3 cars		8 1/4" No. 1 Common	2 cars	
QUARTERED WHITE OAK			8 1/4" No. 1 Common	2 cars	
5 1/4" No. 1 Common	1 car		5 1/4" No. 1 Common	2 cars	
5 1/4" No. 2 Common	1 car		4 1/4" No. 1 Common	2 cars	
6 1/4" No. 1 Common	1/3 car		4 1/4" 1s & 2s	1 car	
6 1/4" No. 2 Common	1/3 car		PL. RED GUM, FIG'D WOOD		
8 1/4" No. 1 Common	1/2 car		4 1/4" 1s & 2s	1 car	
4 1/4" No. 1 Common	5 cars		QTD. RED GUM, FIG'D WOOD		
4 1/4" No. 2 Common	5 cars		8 1/4" 1s & 2s	1 car	

The Frank A. Conkling Co.

ASH		PLAIN WHITE OAK	
4/4-5/4-6/4" No. 2 Com.	1 car	5/8" FAS	1 car
COTTONWOOD		5/4" FAS	1 car
4/4" Box Bds. 13-17"	1 car	1/4" No. 1 Common	2 cars
1/4" FAS	2 cars	5/4" No. 1 Common	1 car
4/4" No. 1 Common	3 cars	6/4" No. 1 Common	1 car
CYPRESS		1/4" No. 2 Common	2 cars
1/4" No. 1 Common	1 car	QUARTERED WHITE OAK	
SAP GUM		5/8" FAS	1 car
1/4" Box Bds. 9-12"	2 cars	5/4" FAS	1 car
4/4" Box Bds. 13-17"	4 cars	5/4" FAS	2 cars
4/4" No. 1 Common	3 cars	8" FAS	1 car
5/4" No. 1 Common	1 car	5/8" No. 1 Common	1 car
4/4" No. 2 Common	1 car	4/4" No. 1 Common	4 cars
PLAIN RED OAK		5/4" No. 1 Common	3 cars
4/4 5/4-6/4" FAS	1 car	6/4" No. 1 Common	3 cars
4/4" No. 1 Common	3 cars	8/4" No. 1 Common	1 car
5/4" No. 1 Common	2 cars	4/4" No. 2 Common	3 cars
6/4" No. 1 Common	2 cars	5/4" No. 2 Common	1 car
4/4" No. 2 Common	1 car	6/4" No. 2 Common	1 car
		4/4" Sound Wormy	3 cars

Dickson & Lambert Lumber Co.

KELLOGG LUMBER CO.

PLAIN RED OAK		6 1/4" FAS	31,000'
1 1/4" FAS	101,000'	6 1/4" No. 1 Common	16,000'
4 1/4" No. 1 Common	161,000'	PLAIN SAP GUM	
4 1/4" No. 2 Common	11,000'	1 1/4" FAS	59,000'
4 1/4" No. 3 Common	11,000'	1 1/4" FAS	83,000'
PLAIN WHITE OAK		1 1/4" FAS	11,000'
4 1/4" FAS	18,000'	1 1/4" No. 1 Common	100,000'
4 1/4" No. 1 Common	241,000'	1 1/4" No. 1 Common	127,000'
4 1/4" No. 2 Common	87,000'	1 1/4" No. 1 Common	12,000'
QUARTERED RED GUM		1 1/4" No. 2 Common	189,000'
5 1/4" FAS	26,000'	1 1/4" No. 2 Common	26,000'
5 1/4" No. 1 Common	31,000'	1 1/4" No. 2 Common	9,000'
6 1/4" No. 1 Common	26,000'	1 1/4" No. 2 Common	13,000'
8 1/4" No. 2 Common	27,000'	1 1/4" No. 3 Common	13,000'
PLAIN RED GUM		CYPRESS	
5 1/8" FAS	28,000'	1 1/4" Log Run	168,000'
4 1/4" FAS	98,000'	ASH	
5 1/4" FAS	11,000'	1 1/4" Log Run	96,000'
5 1/4" No. 1 Common	18,000'	10 1/4" Log Run	27,000'
5 1/4" No. 1 Common	30,000'		
QUARTERED SAP GUM			
5 1/4" FAS	2,000'		

HARDWOODS

HARDWOOD LUMBER

Which is properly manufactured, containing exceptional widths and lengths, and thoroughly air-dried, is always scarce.

Add to this, the fact that there is much less than a normal supply of No. 1 C&B Hardwoods, and especially Birch, on hand at this time.

Isn't it a relief for you, Mr. Buyer, to find a mill that can furnish the best there is in lumber and give you immediate shipment on those items which you most desire?

C. C. COLLINS LUMBER CO.

MANUFACTURERS

RHINELANDER, WISCONSIN

HARDWOODS

FOR QUICK SALE AT OUR LITTLE ROCK MILL

5/4" FAS Quartered Figured Red Gum.....	15,000'
5/4" FAS Quartered Red Gum.....	35,000'
12/4" FAS Quartered Red Gum.....	13,000'
6/4" No. 1 Common Red Gum.....	30,000'
8/4" No. 1 Common Red Gum.....	15,000'
12/4" No. 1 Common Red Gum.....	10,000'
4/4" FAS Plain Figured Red Gum.....	10,000'
5/4" FAS Quartered Sap Gum.....	25,000'
6/4" FAS Plain Sap Gum.....	7,500'
4/4" No. 1 Common Sap Gum.....	80,000'
4/4" Panel and Wide No. 1 Sap Gum.....	42,000'
4 4x8" & Wider No. 1 Com. & Btr. Tenn Aromatic Red Cedar	10,000'
4/4" FAS Plain White Oak.....	25,000'
5/4" FAS Plain White Oak.....	25,000'
6/4" FAS Plain White Oak.....	12,000'
4/4" FAS Quartered White Oak.....	25,000'
3/4" No. 2 Common & Better Plain White Oak.....	200,000'
3/4" No. 2 Common & Better Plain Red Oak.....	200,000'



E. L. Bruce Co.

MANUFACTURERS

MEMPHIS

TENNESSEE

The Imperial Lumber Co.

MANUFACTURERS & DEALERS

HARDWOOD LUMBER

COLUMBUS, OHIO

W. Virginia & Ohio

HARDWOODS

Chestnut Oak Poplar

Basswood Beech Maple

Oak Flooring

MILLS

Holly Junction, W. Va. Athens, Ohio

Gauley, W. Va. Applecreek, Ohio

Bigelow
HARDWOOD PRODUCTS

The Brand of Quality

25,000,000 Feet

Northern Hardwoods

ASSORTED GRADES & THICKNESSES

Beech, Birch, Basswood,
Rock Elm, Soft Elm,
Hard and Soft Maple

SPECIALISTS IN KILN DRIED STOCK

THE

Bigelow-Cooper Co.

BAY CITY, MICHIGAN



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Vol. LII

CHICAGO, FEBRUARY 10, 1922

No. 8

Review and Outlook

General Market Conditions

THE VOLUME OF HARDWOOD BUSINESS placed since the first of the year has not come up to expectations aroused by the apparent success of the furniture markets and the bright spots appearing at other points on the horizon. It would perhaps be well to qualify that assertion with the further statement that behind the expectation of inquiries there was perhaps a too great impatience. It is difficult to pursue a watchful waiting policy with one's yard well stocked with lumber which would serve much more usefully if transferred to the bank balance. But there is no more reason at this date to anticipate immediate activity in inquiries and orders than there was during the course of the furniture shows, as by reason of the very condition of things buying must be accelerated very gradually.

Apparently there is a general tendency among buyers to arbitrarily withhold purchases as long as possible, either with the express intent of gaining a greater price advantage or merely to maintain purchases on an actual parallel with current utilization.

There has also been apparent a general misunderstanding of the freight reduction, many buyers either through misunderstanding or misconception having achieved the idea that it was a material reduction. In such cases they have held out to secure the advantage of this fictitious reduction for themselves. In other cases buyers have had the impression that because of the comparatively unsatisfactory findings of the commission, rates would again almost immediately be disturbed, therefore they have withheld unnecessary purchases still longer. These phases are touched upon editorially on the next page.

May we again emphasize that any "long haul" movement encompassing a complete economic turnover must and always will be marked by jogs rather than by any even uninterrupted processes. By some, the general improvement in the fall was proclaimed just as a temporary spurt in the midst of the depression. HARDWOOD RECORD's opinion of the case is that it was a striking proof of the basic soundness of developing conditions and that due to peculiar combinations of circumstances in effect at that time, the temporary upward swing was more marked and more rapid than could have been logically expected. HARDWOOD RECORD believes nevertheless that without strong underlying factors there would have been no such demonstration.

It is also our conviction that these factors are still making for

gradual improvement just as has been emphasized in this column repeatedly.

In addition to the favorable furniture and building outlooks, other very notable achievements have been recorded recently. One of these is the outcome of the automobile shows held last week, results here showing comparatively satisfactory sales, genuine liquidation in prices and an almost universal acceptance by the public of the prices offered as legitimate and bona fide. Further, the marked increase in popular demand for closed cars is of great promise in the matter of increased lumber consumption in this field.

Looking to the railroads we find still further favorable evidences in the shape of orders placed for new and repair equipment, and in many cases substantial increases in payroll for the purpose of carrying on this work. Contracts for substantial equipment orders in rolling stock and for other developments are becoming again comparatively common.

The picture of production is the same as before. The only increase over figures anticipated last fall is shown by those companies who planned to log up to the close of the logging season in the South, which effort was sustained because of the long period of open conditions in the woods, giving many of the operators several additional weeks, in many cases with limited crews, it is true, but nevertheless helping in quite a few instances to bolster up stocks.

The net result, though, is substantially in line with anticipated possibilities in the matter of stock plans, the grades still showing marked disproportion, decreasing rapidly in quantity from the lower grades up. Up to and including No. 2 common, there can be said to still be an over-accumulation and it is this element which is worrying the operator. No. 1 common and up is still in decreased quantity, particularly the upper end, which in many cases is now practically nil.

Due to the necessity for realizing on some of this stock, there has been exhibited a tendency to somewhat soften hardwood values over the past couple of weeks, but it can not yet be said that this is accepted as general or that it has yet reached anything in the nature of alarming proportions. HARDWOOD RECORD is convinced that the inherent conditions will operate soon enough to check such tendency before it is really serious.

The truth of the matter is that volume of inquiries issued and orders placed by consuming industries so far in 1922 is substantially as much as could rightfully have been expected for the improvement manifest for the future can not but be gradual. The fact that

During the past week or ten days there has actually been slight evidence of increase in inquiries and shipments is in itself reasonable proof that the promised gradual improvement is on the way.

HARDWOOD RECORD sees no reason to change its belief that the awakening of trade during the current year will be real and substantial, but emphasizes again that it will be on a close competitive basis and with manufacturing efficiency the keynote in the matter of profits on sales. Manufacturing must be accomplished at a low enough figure to make possible a reasonable profit at something near current prices, and mill operators must concentrate very largely on this phase of their business, realizing that the final readjustment of prices will be on the basis of former levels plus actual increase in manufacturing charges.

Don't Fool Yourself on Freight Reductions

HARDWOOD RECORD IS GREATLY IMPRESSED with analyses which have been made of freight relationship based on the new rates on hardwoods as issued by the Interstate Commerce Commission following the long and energetic fight of the Southern Hardwood Traffic Association.

Pending decreases, which were everywhere confidently anticipated, retarded many purchases, for with the present relation between buyer and seller, the buyer has anticipated gaining benefits from such reductions as might be granted.

With the old rate still in effect and with misconception as to the amount of decrease, it is not at all unlikely that many purchases will still be held up in anticipation of more favorable delivered prices after the effective date, March 6. HARDWOOD RECORD wishes to emphasize that so far as it has been possible to definitely determine the dollars and cents value of the decrease, they range from a minimum of zero to a maximum of probably not more than one dollar, the latter figure being the exception though rather than the rule. A possible average would be somewhere in the neighborhood of fifty to sixty cents a thousand and HARDWOOD RECORD wishes to caution buyers against any wholesale holding off of purchases, pending the effectiveness of the figures, in view of the insignificant amount involved.

A general policy of delay on this account would certainly act to bring an accumulated quantity of buying simultaneously into the market with the probable resulting increase in prices that would more than compensate for the decrease in rates.

Then there is another point which might very well bear emphasis, namely, that this decrease apparently settles the freight question not necessarily for all time to come, but for a long enough period so that in the matter of purchases in current months further changes can not possibly come soon enough to cut any figure. In other words, the buyer can now safely figure that his hardwood lumber freights are permanently adjusted as far ahead as he needs now calculate, and that the decrease is insufficient to warrant his holding out of the market, remembering, too, that if the buyers as a class adopt this latter policy they may very well cause stimulation in price which will far outweigh any advantage which might accrue from the rate reduction.

See That the Laboratory Is Properly Financed

THE NEED OF THE LUMBER AND WOODUSING INDUSTRIES for an institution such as the Forest Products Laboratory is becoming greater every day, as the scarcity and value of our resources in wood increase and the importance of conservation proportionately grows. One of the most vital phases of the conservation of wood is that of efficient and economical manufacture, and the laboratory at Madison is the best equipped and logical institution to discover means of improving manufacturing processes. In short, it is the research laboratory of the whole vast forest products industry. Therefore, it must be safeguarded and supported by all the members of the industry. And this brings us to the purpose of this editorial—which is to urge that those interested in the welfare of the laboratory call to the attention of their representatives in Congress the importance of not only providing the normal appropriations for the laboratory but the moderate increase needed to broaden the scope of its research work.

The Secretary of Agriculture and the Director of the Budget have approved \$340,000 for the research work of the laboratory for the year beginning July 1, 1922. The current annual appropriations for forest products research work total \$325,000, but the Association of Wood Using Industries, which is in close touch with the laboratory, estimates that an increase of about \$100,000 is required to finance the program for the next fiscal year. These estimates are contained in those of the Forest Service of the U. S. Department of Agriculture and are before the Sub-committee on Agriculture of the House Committee on Appropriations and will later go to the Senate Committee on Agriculture. There is need that they be properly supported without delay and this support can only be secured by individual members of the industry who appeal to their representatives in Congress. The chairman of the House sub-committee is the Hon. Sidney Anderson of Minnesota.

A Recipe for Golden Jubilees

IN the announcement of their "Golden Jubilee," White Brothers, hardwood dealers of San Francisco, had the following to say concerning the wisdom they have gleaned during fifty years in the lumber business:

In fifty years we have learned many things and the greatest of these is that human kindness and consideration for the other fellow is the main-spring of business and of happiness. Look upon your employees and customers and your fellow citizen as your friends to whom you are glad to render a service and the business part will take care of itself.

That brief and benevolent creed is worth volumes on "How to Succeed in Business," or any number of long treatises on business ethics. Business men who try to act otherwise than this creed directs can seldom make a permanent success in their business and never find individual happiness, if happiness means a clear conscience, which we believe that it does mean, more than anything else. A business man who adheres to this creed is almost certain to be at peace with his fellow men, and he is most likely to succeed in a material way. But even if he fails to capitalize his kindness, he is certain to achieve that serenity of soul that is greater than riches. For, "What doth it profit a man if he conquer cities and lose his own soul?"

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Holly Ridge Stands for Superior Hardwoods

Efficient Service, Resulting from Experience, Intelligence and High Ethical Standards, Combined with Naturally Fine Timber, Has Enabled Holly Ridge Lumber Co. to Build Up an International Reputation to Be Envied



This Splendid Specimen of Red Gum Is Typical of the Superior Quality of the Standing Timber That Supplies the Holly Ridge Lumber Co.'s Four Mills

A PERSON only casually acquainted with the lumber industry and the products thereof might think that "wood is wood" and "lumber is lumber" and that "that's all there is to it." But there is a great deal, in fact immensely more to it than this. To begin with there is a great deal of difference in trees, and this is a fact so obvious that a lumberman might consider it foolish to mention it. But it must be set down here because it is part of the story. There is a great deal of difference between trees, even of the same species. A given species will attain a finer growth in one soil and one climate than in another. The environment counts in a tree just as it does in a human being. Then there are a good many ways of manufacturing trees into lumber, the ways differing in the degrees of intelligence, experience and conscience put into them, and the efficiency and completeness of equipment used. Lumber has character, and anyone who makes

it, sells it, or uses it knows this. Further than this, there are good and bad methods of marketing lumber after it is made. The man who has been cheated in grades will "say so." Altogether, from the growth of the tree to its conversion into a utilitarian product the process is a complex and varied one.

All this is by way of preface to a discussion of the Holly Ridge Lumber Company, its timber, its lumber and its manufacturing and marketing methods. This organization represents the very best that can be found in these things. The company operates four mills, at each of which it specializes in the manufacture of a certain kind of hardwood lumber, this in order to produce a superlative quality of lumber at each. The Holly Ridge mill specializes in white oak and gum, the St. Landry mill in gum, and the Meeker mill in ash. The Monroe mill also specializes in gum. All of these places mentioned are in Louisiana.

The white oak at Holly Ridge is of ridge growth and possesses the fine texture of the best ridge grown oak. The oak quarter sawed from these trees shows a splendid figure. It is all cow oak and a large supply of these logs is now coming into the mill.

The excellent character of the gum available at St. Landry is indicated by the fact that the mill at that place is now running exclusively on gum logs 24" and up in diameter, of which about 10,000,000 feet is held by this company. This stock is manufactured almost entirely into the specialty of 5/8" gum for export and the furniture trade. The Holly Ridge Lumber Company has built up an international reputation for the fine quality of this 5/8" gum lumber. This gum is truly exceptional. The accumulated richness of centuries that has made the soil of Louisiana so opulently fertile has gone into the handsome growth and fine texture of this timber. Nature has done the best it could for this gum. A recent check of an average run at the St. Landry mill revealed 87 per cent common and better, with 62 per cent of red gum. This would be hard to beat.



One Method Used by the Holly Ridge Lumber Co. During the Rainy Season to Keep Its Mill Supplied with Logs



View of a Splendid Figured Red Gum Log at the Holly Ridge Lumber Co.'s St. Landry Mill

And to this natural richness there is added, in the cutting of the lumber, the very best manufacturing methods, inspired by the conscientious desire of the Holly Ridge Company to produce the finest quality of gum lumber that natural conditions and human ingenuity can combine to make.

The mill at Meeker was painstakingly designed to do the best that can be done in the way of manufacturing ash lumber. That a superior quality of ash is being turned out at this mill is no mere assumption. It is proved beyond the possibility of dispute by the simple fact that during the years this mill has been cutting, practically all of its ash has been exported and yet there have been but few complaints. That is a record that speaks with convincing eloquence.

Both the Holly Ridge and Meeker mills are prepared to manufacture dimension stock that will meet the most exacting specifications.

That the Holly Ridge Lumber Company is prepared to maintain for an indefinite period the exacting standards it has set for itself,

is assured by the fact that the company now has under title 100,000,000 feet of timber with an ample reservation. About half of this is gum of the splendid character spoken of in connection with the St. Landry mill. This gum develops plenty of figure in sawing. The remainder of the timber consists chiefly of oak, cypress, ash and elm. The cypress on the company's holdings is excellent stock with very little shake.

It is really a pleasurable experience to walk through the company's timber holdings. The commanding stature and large girth of the trees is extremely impressive. The timber grows straight and tall, and the heavy festoons of Spanish moss that hang from the high, spreading limbs give one the impression of great and strong old age. One sees that there is honest worth in these ancient grey-haired trees or they would not have endured so long and so well the vicissitudes of forest existence.

It is a happy coincidence that it has fallen to the lot of an organization such as the Holly Ridge Lumber Company to convert



A View of the Monroe, La., Mill



Bird's-eye View of the St. Landry Mill

Advertisement

these fine old trees to the uses of mankind. The honest worth of the trees is supplemented by the exemplary methods of the company. Its policy represents the highest ethical standards and a fine



thus all undue moisture is quickly carried off, preventing the dampness which so often characterizes the lumber yard and which is so great a retardant to proper drying and conditioning of

One of Holly Ridge's Fine Red Gum Logs. Note the Small Amount of Sap

intelligence. One who has looked into the policy of the company and knows its record is struck with the fact that it is possible to express in a lumber manufacturing business the fine striving for supreme excellence, the stubborn honesty of execution, the vigilant devotion to ideals, that characterizes the endeavors of the great masters of the arts, who labor for perfection for perfection's sake, putting their work above the thought of profit. This may strike you as high and mighty language to put into an article on a lumber manufacturing institution—provided you don't know the Holly Ridge Lumber Company. But if you do, it will appeal to you as a profoundly logical statement.

The Holly Ridge Lumber Company's product and service is high grade, and this assertion can be supported by a detailed explanation. The stock is shipped to the customer as the grades come—nothing is picked out of any grade. The plants are situated on a number of different railroads, so that it is always possible to get cars at one place or the other, enabling the company to make prompt shipments when

less fortunately situated organizations may be suffering delays from car shortage.

The company's high grade manufacturing methods are followed through in the yard where exceptional care is taken in piling and other details of the handling of stocks. Thus the character of excellence is preserved 100 per cent in the piles. For instance, in piling nine sticks are used 16-foot; eight sticks for 14-foot, and seven sticks for 12-foot in gum. In addition all gum piles are built up with a flue in the center, thereby greatly improving the drying conditions. Plenty of air space is used around and between piles, and, in fact, everything is done that can be done to insure a maximum passage of air, thus providing for rapid dissipation of the excess moisture. Because of this excellent drying system stain is almost unknown in the Holly Ridge Company's yards, as surface drying is duly effected before staining can possibly set in. As a result the stock comes out in clean, bright, attractive condition. Extensive ditching and draining facilities were installed in all yards during their construction, and

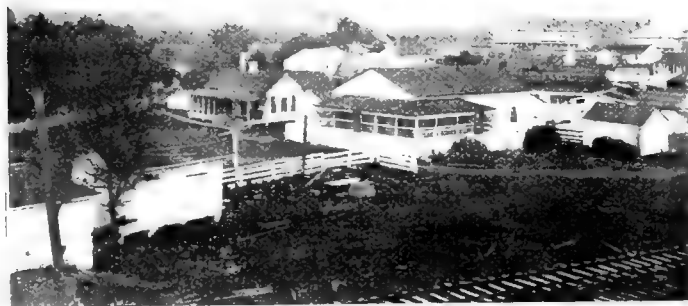


Holly Ridge Lumber Co.'s Plant . Part of Yard at Holly Ridge, La.
Advertisement

This Red Oak Is Another Example of the Excellence of the Holly Ridge Lumber Co.'s Timber

Many Such Splendid White Oaks as This Are on the Holly Ridge Lumber Co.'s Holdings



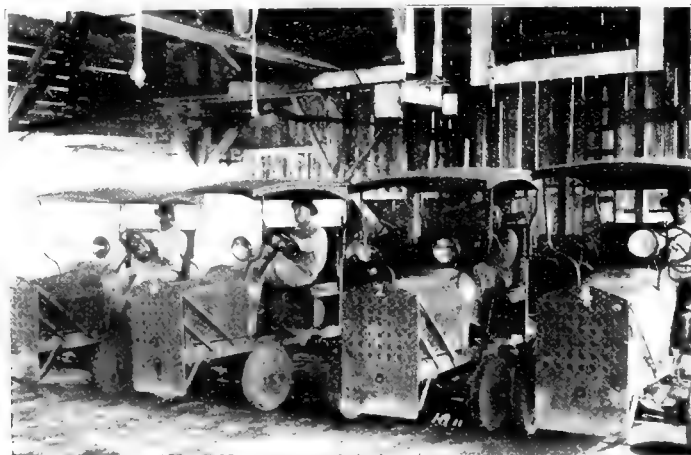


View of the Meeker Housing Arrangements, Indicating the Care Taken by the Holly Ridge Lumber Co. with Every Detail of Its Organization

stock. This feature is further augmented by the fact that the yards at all times are kept as clean as it is physically possible to make them. A special crew is employed to pick up "outs" when lumber is being loaded, so that they will not accumulate in the alleys. This leaves the open spaces in the yard room constantly free for unobstructed passage of air through and among the piles.

The company's method of handling accounts, its attitude toward all its dealings with its customers is as characteristically fine as its piling methods. The company's main office and general sales offices are located at Louisville, Ky., which location affords an excellent contact for both ends of the business, namely, customers and the mills.

The following are the officers of the company: L. H. Wymond,



Showing Method Used at Holly Ridge for Handling Lumber from Mill to Yard and from Yard to Cars

chairman of board of directors; E. B. Norman, president; W. I. Wymond, vice president; W. N. Willis, treasurer; F. H. Straub, secretary. The company's mills actually cut annually 30,000,000

feet, though the mill capacity is 40,000,000 feet, provided natural causes do not interfere.

In order to successfully market its product the Holly Ridge Lumber Co. maintains a large and efficient sales organization covering all parts of the country. The General Sales Office, maintained at Louisville, Ky., is conducted by W. N. Willis, who has charge of all sales and the following branches: Kansas City, Mo., Geo. H. Temple, manager; Greensboro, N. C.,

John W. Alleyn, manager; Chicago, Ill., Henry F. Hooper, manager; Oakland, Cal., F. L. Zander, manager; Indiana representative, J. C. Norman, Louisville, Ky.



Oxen Logging Holly Ridge Lumber Co.'s Timber at Crew Lake, La.



This is a Representative View of One of the Holly Ridge Lumber Co.'s Three Railroad Logging Jobs



Showing Branding Device Used at All of the Holly Ridge Lumber Co.'s Mills to Insure Customers Receiving Branded Lumber

COMPARATIVE TABULATION—FREIGHT CHARGES PER 1000 FEET

To the Members.

A tabulation of present and former lumber freight rates reveals a most interesting comparison when noting the effect in dollars and cents on the actual freight cost of lumber per thousand feet.

A preliminary survey suggested a more extended comparison than originally anticipated, and while the enclosed tabulation is intended to show the comparison in a most general manner only, it is considered sufficiently comprehensive to enable members to determine for themselves the transportation charge affecting their particular freight rates and lumber weights. This comparison has necessarily been limited as to species of lumber, taking but a few shipping and destination points, and using recognized weights for dry lumber (except where shown), and arriving at the transportation charge per thousand feet, based on rates effective May, 1918; June 25th, 1918; and the present.

To a very large extent operating costs at mills have been reduced to a pre-war level and wholesale lumber prices, based on these reductions, have been deflated accordingly. Recognizing that further price reductions depend upon the relief afforded from

the prevailing higher freight rates, and as the freight cost is such an important factor in arriving at the delivered price of lumber, your Executive Committee believes the information is sufficiently interesting to be transmitted to our members and the lumber industry, and to the general public.

The rates and computations in the accompanying tabulation were furnished by the Transportation Bureau, W. S. Phippen, Traffic Manager.

W. W. SCHUPNER,

Secretary,

Jan. 26th, 1922.

NATIONAL WHOLESALE LUMBER DEALERS ASSOCIATION

Note: In publishing the table only that portion of it which it was believed would be of direct interest to hardwood shippers was used. Comparisons applying to such as fir and other Pacific Coast lumbers and building dimensions from other territories were omitted.—THE EDITOR.

Destinations	Baltimore, Md.	Philadelphia	New York, N.Y.	Boston, Mass.	Buffalo, N. Y.	Pittsburgh, Pa.	Cleveland, O.	Detroit, Mich.	Chicago, Ill.	St. Louis, Mo.	Toronto, Ont.
Shipping Points	June 25, 1918	May, 1918	June 25, 1918	May, 1918	June 25, 1918	May, 1918	June 25, 1918	May, 1918	June 25, 1918	May, 1918	June 25, 1918
Jacksonville, Fla. Rate— Cypress, 3000 lbs.	21 6.30	27 8.10	36 10.80	29 8.70	36 10.80	48 14.40	38 11.40	36.5 10.95	32.5 9.75	23 6.90	33 9.70
Yellow Pine, Rch., 4500 lbs.	9.45	12.15	16.20	9.90	14.40	21.60	17.10	16.43	11.93	10.35	17.55
Hattiesburg, Miss. Rate— Yellow Pine, Rch., 4500 lbs.	30 13.50	36 16.20	48 21.60	37 16.05	52 23.40	50.5 23.40	37 16.05	35.5 15.98	31.5 14.18	19 8.55	32 14.40
Lufkin, Texas Rate— Yellow Pine, Rch., 4500 lbs.	35 15.75	41 24.53	54 35.75	45 24.53	60 39.5	52.5 39.5	38 24.53	36.5 24.53	32.5 24.53	24 19.40	33 24.53
Apalachicola, Fla. Rate— Cypress, 3000 lbs.	25.5 7.65	31.5 9.45	42 12.60	31.5 9.45	51.5 15.45	38.5 15.45	40.5 15.45	39 15.45	35 13.95	25.5 7.65	40.5 15.45
New Orleans, La. Rate— Cypress, 3000 lbs.	32 9.60	38 11.40	50 15.15	37 11.40	50.5 15.15	38 11.40	37 11.40	35.5 10.65	31.5 9.45	19 7.20	32 11.40
Macon, Ga. Rate— Oak, 4000 lbs.	24 9.60	30 12.00	40 16.00	37 12.00	49.5 16.00	31 12.00	38 16.00	36.5 15.20	32.5 13.00	23 9.20	33 16.00
Memphis, Tenn. Rate— Oak, 4000 lbs.	28 11.20	34 13.60	44 18.80	39 13.60	52.5 18.80	38.5 18.80	40.5 18.80	39 18.80	35 16.80	25.5 9.15	40.5 18.80
Poplar, 3000 lbs.	7.84	9.52	12.74	8.12	9.80	13.02	8.68	10.36	13.80	8.68	13.80
Louisville, Ky. Rate— Oak, 4000 lbs.	19.8 7.40	26 10.40	37 14.00	29 10.40	40.5 14.00	31 14.00	38 14.00	36.5 13.20	32.5 11.00	23 8.40	33 14.00
Ash, 3500 lbs.	6.93	9.10	13.13	7.28	9.45	13.48	7.98	10.15	13.18	7.98	13.18
Poplar, Dry Chestnut, 3000.	5.94	7.80	11.25	6.24	8.10	11.55	6.84	8.70	12.15	6.84	12.15
Minneapolis, Minn. Rate— White Pine, 2500 lbs.	30 7.50	36 9.00	49 12.25	31 9.25	52 13.00	39 9.25	50 13.00	41 10.50	35 9.13	30 6.13	52 13.00
Jennings, W. Va. Rate— Spruce, 2700 lbs.	15.2 4.10	20.5 5.54	28.5 7.70	16.3 4.40	34.5 6.62	29.5 6.62	41.5 6.62	35.5 6.62	30.5 5.81	24.5 4.80	35.5 6.62
Chatham, N. B. Rate— Spruce, 3000 lbs.	13.50	45 13.50	26 13.50	32 13.50	45 13.50	30 13.50	45 13.50	35 13.50	30 13.50	25 13.50	45 13.50

Exporters Pave Way for Better Rates

Conference between representatives of transatlantic steamship interests and American lumber exporters incident to the twenty-second annual convention of the National Lumber Exporters' Association at the Hotel Sinton, Cincinnati, on January 25 and 26, are expected to lead to an understanding which it is believed will have a beneficial effect in promoting lumber exports to Europe. Spokesmen for the lumbermen aired their grievances which concerned the rates for ocean transportation and the unsatisfactory manner in which claims are handled by the steamship lines, while the shipping representatives told of the hardships inflicted upon the American merchant marine by the legal requirements as to crew and wages.

The meeting developed a spirit of understanding and co-operation and as a result a joint committee is to be appointed which will meet in the near future, probably in Baltimore, to go over the whole situation and endeavor to arrive at arrangements which will be satisfactory and permissive of profitable operations, both to the lumber shippers and the shipping interests. F. A. Ryan of the International Mercantile Marine Corporation, who acted as spokesman for the steamship representatives, told of the difficulties which the American merchant marine, restricted by the American shipping law, has in meeting foreign competition, especially that offered by the ubiquitous trampsteamers sailing under foreign flags and unhampered by such legal limitations as those imposed by the La Follette seamen's law.

Mr. Ryan said that the steamship interests are eager to meet with representatives of the lumber exporters to establish a definite rate based on dependable service. On many occasions in the past, Mr. Ryan said, the steamship lines have transported freight at a loss to themselves in an effort to permit American shippers to compete in foreign markets. Edward Barber of the lumber firm of Howard & Barber, Cincinnati, acted as spokesman for the lumber exporters.

Heretofore all meetings of this lumber body have been of an executive nature, but the precedents of twenty-two years were broken when the shipping men were admitted to an open conference on ocean transportation at which both parties frankly stated their case.

"What would the steamship companies term a reasonable rate?" W. H. Russe, who recently retired from the lumber firm of Russe & Burgess, Inc., asked of Mr. Ryan. In answer to this question the spokesman for the steamship representatives said that would have to be determined at the conference. In the opinion of Mr. Russe thirty cents would be a satisfactory rate to the lumber exporters, although it is not equivalent to the pre-war charge.

G. H. Evans of the G. H. Evans Lumber Co., Chattanooga, Tenn., said that the present high ocean freight rates are holding up the shipment of millions of feet of hardwoods to foreign countries. It

was the opinion of the exporters that a fixed rate must be secured that will enable the American lumbermen to meet the European competition and at the same time assure dependable service.

The convention was called to order by R. S. Huddleston, of New York, president. His annual report was confidential, all the sessions being executive. Harvey M. Dickson, secretary and traffic manager of Baltimore and John L. Alcock, Baltimore, treasurer, presented their reports. A detailed account of conditions abroad was contained in the report of Frank Tiffany of Leamington, England, the foreign representative of the association. The report of the Transportation Committee, of which D. D. Hartlove of Baltimore, is chairman, was likewise read.

The visiting lumbermen and shipping men were entertained at dinner at the Business Men's Club by the Cincinnati members of the association. The Committee on Arrangements comprised Edward Barber, Howard & Barber; J. J. Linehan, Mowbray & Robinson Lumber Co., and W. J. Eckman, M. B. Farrin Lumber Co. Topical songs with prominent members of the association for subjects proved the

decided hit of the evening. William Nimmo's Scotch Kiltie Band and a jazz orchestra added to the entertainment.

Harvey M. Dickson, secretary, was honored with the presentation of a gold watch, chain and knife and a purse of gold coins as a testimonial of his work on behalf of the association. The presentation speech was made by Mr. Russe. Mr. Russe was likewise honored by the association, being elected a life mem-



D. D. Hartlove, President



R. L. Jurden, First Vice-President

ber, an honor which he alone enjoys.

The results of the annual election, held on January 26, are as follows: President, D. D. Hartlove, Price & Heald, Baltimore; First Vice-President, R. L. Jurden, Penrod-Jurden Company, Memphis, Tenn.; Second Vice-President, G. A. Farber, Turner-Farber-Love Company, Memphis, Tenn., and London, England; Treasurer, John L. Alcock, John L. Alcock & Co., Baltimore; Secretary, Harvey M. Dickson, Baltimore; Foreign Representative, John Tiffany, Leamington, England. Members of the Board of Directors, Lucas E. Moore, Lucas E. Moore Stave Co., New Orleans; F. F. Turner, Turner-Farber-Love Company, Memphis, Tenn., W. W. Knight, Long-Knight Lumber Co., Indianapolis, and J. W. Mayhew, W. M. Ritter Lumber Co., Columbus, O.

After considerable discussion the association adopted a resolution opposing the international bill of lading known as "The Hague Rule 1921," inasmuch as the Interstate Commerce Commission had authorized an export bill of lading for American Shippers which the members believe will meet their needs better.

After making slight modifications the forms of contracts sub-

(Continued on page 22)

“Thoroughly Reliable”

Mere size does not make any institution really great—BUT—combine vast resources with an honest desire to render the utmost in service and you will invariably find an organization that is among the leaders of its field.

PAEPCKE LEICHT LUMBER COMPANY is among the largest producers of hardwoods in America—but the ONE ASSET which we prize far more highly—and strive most to preserve—is our reputation as an absolutely dependable source of high grade lumber—in fact, we attribute the success we have enjoyed, to our “iron-bound” policy of GIVING THE CUSTOMER THE FULL PRODUCT OF THE LOG IN THE GRADE PURCHASED—ALWAYS.

Particularly at this time when upper grades of most species of lumber are so difficult to secure, we believe you will find our service, and the UNIFORMITY of our product of inestimable value to you, both from a standpoint of economy, and in maintaining maximum efficiency in your cutting room.

May we prove what this reputation for being “thoroughly reliable” means to you—in dollars and cents?

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Conway Building
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BAND MILLS

BLYTHEVILLE, ARK.
HELENA, ARK.
GREENVILLE, MISS.

(Continued from page 20)

mitted to the association by the Liverpool Timber Trade Association and the Hardwood section of the Timber Trade Federation of the United Kingdom were approved and ratified.

The amended forms will be submitted to the two associations by G. A. Farber, chairman of the Uniform Contracts Committee, who was instructed to make a strong effort to have the contracts as amended ratified by the two foreign associations.

After being installed as the new president, Mr. Hartlove announced that he would appoint a committee of five members in the very near future to confer with a like committee of the steamship interests in reference to the stabilization of ocean freight rates.

The new leader of the exporters' association was born in Baltimore and has spent all of his life in this city. He went with the old firm of Price & Heald, which was the successor of two others, dating back more than seventy years, in 1899, just after he had been discharged as a soldier in the Spanish-American war, and was called upon to serve in a great variety of capacities, being in turn salesman, buyer, general utility man, and giving attention to exports. For a time he held another connection, but he soon found himself back with the old firm, and in 1916, after the death of John M. Heald, the surviving partner, Mr. Hartlove took over control, forming a closely held stock company, but retaining the established name. Mr. Hartlove holds membership also in the National Hardwood Lumber Association, in the Merchants' and Manufacturers' Association, and in the Export and Import Board of Trade of Baltimore, besides other bodies.

Townshend Files Plea for Further Rate Cuts

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, has returned to his office in Memphis from Washington, where he and J. V. Norman, general counsel, appeared before the Interstate Commerce Commission January 25 and 26, "lumber days" of the general freight rate investigation, and asked for: (1) A further reduction in rates on lumber and forest products moving to consuming destinations, and (2) for a substantial cut in rates on logs and other rough materials moving to the mills.

The association feels that the recent reduction ordered by the commission is not enough so far as logs and forest products are concerned, and that failure on the part of this body to reduce rates on logs and rough materials is a very serious matter as touching the future of the hardwood lumber industry. Mr. Townshend, on his return to Memphis, declined to make any statement beyond the fact that he and Mr. Norman put in just as strong a plea as possible for rates that will permit the industry to get back on its feet again and at the same time furnish the railroads with increased revenues by virtue of the large tonnage that would result from a reduction in rates all around.

"The reduction in rates ordered by the commission a few days ago will probably do more harm than good," says one of the most prominent members of the trade in Memphis, who does not wish his name made known. "It is not enough to prove of more than negligible value to any manufacturer of hardwood lumber in the South and it is certain to have the effect of causing consuming interests to hold out of the market until it actually becomes effective. It has failed to stimulate demand in the slightest degree, and it is not overstating the case to say that the commission, through failure to lower rates more substantially, has completely eliminated No. 3 common hardwood lumber as a merchantable commodity."

Some members of the trade in Memphis think so little of the reduction in rates ordered by the commission that they are offering to absorb the difference between present rates and those to become effective around March 6 as a means of stimulating current buying. They point out that the reduction is so slight as to be unimportant and that they would rather lose the amount of the reduction than to have consumers delay placing of orders until the lower rates actually become effective. This at least, they say, has the merit of showing

how little they regard the reduction as a helpful factor in the present rather complicated hardwood situation.

Northern Operators Do Not Want General Rate Reduction

The unique and striking declaration that the association which he represents does not think this is the time for a general reduction in freight rates was made by A. L. Osborn of Oshkosh, Wis., when he appeared before the rate hearings of the Interstate Commerce Commission in Washington, on the two days, January 25 and 26, which were devoted to the lumber interests. He made the reservation, however, that "if the commission takes a different view of the situation and determines to order reductions in rates, then the northern hemlock and hardwood people do not want to be overlooked." Mr. Osborn testified as a representative of the Northern Hemlock and Hardwood Manufacturers' Association. He was accompanied to Washington by F. M. Ducker, traffic manager of the association. Mr. Osborn is chairman of the committee on transportation and legislation.

Mr. Osborn referred to the recent slight reductions in the rates on southern hardwood lumber, declaring that "we are in vastly worse shape than the southern mills. More of our mills are closed down and we know we have lost more money than they."

In his refusal to insist upon a general reduction in rates Mr. Osborn made an exception of rates on logs from the woods to the mills, declaring that they are "outrageous" and should be substantially reduced in both the northern and southern regions.

Mr. Osborn surprised members of the commission when he said his logging road and those of other Association mills are now paying section hands on their logging roads 22½ cents to 25 cents an hour and working them ten hours a day, while common carrier roads nearby are paying 40 cents on an eight-hour day basis.

"And our men are working, too," he declared, "while no sign of strain is shown by the men who are receiving the higher wage on common carrier roads."

Commissioner Esch called attention to statements made by the Northern Hemlock and Hardwood Manufacturers' Association in a complaint filed some time ago urging reduction in log rates.

He wanted to know whether it was true that logging operations in Wisconsin and the upper peninsula of Michigan had been largely curtailed.

"Yes," replied Mr. Osborn. "Many logging operations were not started which should now be in full swing." He said this meant reduced production this year.

"But we have a lot of low grade lumber on hand and will be prepared to ship it in large volume when the railroads and factories begin to buy," Mr. Osborn added. "We have not been able to ship the lower grades, but they will soon disappear when manufacturers know they will have markets for their products and the carriers have the means with which to buy."

Wages Not So High

Mr. Osborn said he had logging crews in the woods and did not personally believe the way to get the country back to normal was to stop production.

He said he was paying \$20 to \$25 per month and board for labor in the woods, and other members of the association were doing likewise.

This labor not long ago cost them as high as \$82 per month.

Asked about common labor at the mills, Mr. Osborn said he was paying \$2.50 a day and getting all the help he could use, and this included married as well as single men. In reply to questions, he said that unemployment in Wisconsin is very marked.

Before he left the stand Mr. Osborn was asked whether the views he expressed were his alone.

"We had a meeting of our leading men which I called," he said. "I told them what I thought about the situation and nobody objected. They told me to go as far as I liked and come down here and say anything I liked. Therefore, what I have said does not represent only my individual view."

Dimension Lumber *from* Southern Hardwoods

Kiln Dried or Air Dried

Highly competitive conditions necessitate every saving possible. Purchasing your lumber products, cut to exact size, is the biggest step in that direction.

Send us your sizes and specifications and we will submit prices for comparison with your present costs.

We guarantee delivery of our kiln dried dimension ready for machining without necessity of redrying.

We carry no stock of cut sizes. All orders are cut special and in strict accordance with specifications.

Beech	Tupelo
Oak, Gum	Cypress
Sycamore	Ash, Elm
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CHICAGO MILL AND LUMBER COMPANY

Dimension Lumber Department

GENERAL OFFICES,

CONWAY BUILDING, CHICAGO

News from the National Capital

National Agricultural Conference Adopts Forestry Resolution

Protection of the commercial timber supply of the United States was urged in a resolution submitted by the committee on a permanent forestry policy of the National Agricultural Conference at its final session of January 27.

Sale of forest products by co-operative methods the same as for farm products was recommended for legislative action and extension of the public forest lands by gifts, purchase and exchange was sponsored by the Conference. Co-ordination of Federal and State legislation by various means suggested by a committee of the Conference, to deal with that phase of the farmers' problems, was also approved.

Gifford Pinchot, who needs no introduction to the lumber industry, was chairman of the committee. He addressed to the Conference a plea for National forestry legislation, which "would become effective everywhere at once." If saving of the forests were left to the individual States, he maintained, "it undoubtedly would be years before those States which have large supplies of timber would take action. By that time it well might be too late," he said.

"The 460,000,000 acres of timberland which remain, if they produce fifty cubic feet per acre per year, almost could meet our present needs," he told the farmer. "But they have been so mishandled that fifteen cubic feet is all they grow, while our population is increasing and the uses of wood are multiplying. A higher standard of living always means a larger use of wood."

The committee declared that the first and most important step toward ensuring a timber supply for the people of the United States is the immediate stopping of further devastation on lands that bear forests now, such as cutting mature timber without provision for future growth, followed by fires which sweep across the slashings and destroy what young trees remain.

As measures immediately necessary, in view of the present situation, the committee recommended the following:

Privately owned commercial lands, containing three-fourths of the saw timber we have left, are being with a few honorable exceptions devastated more rapidly and completely than ever before to the incalculable injury of the whole nation. This devastation must be stopped by effective legislation.

The scarcity of timber has already resulted in excessive prices of lumber to the farmers and consumers generally. The continuance of forest devastation will, by restricting the supply of lumber, interfere to a dangerous degree with farm development, the prosperity of agriculture, and the supply of food for our people. Therefore action to prevent further devastation of the remaining mature forests is immediately necessary and should be taken at once.

Two-thirds of our states, containing three-fourths of our people, are already dependent for timber upon the few remaining wood exporting states, soon to be reduced to two or three. Therefore the forest problem is nation-wide and the nation itself must safeguard the interests of its people by ensuring a permanent, cheap and ample supply of timber for their use.

Our forest lands contain mainly very young or very old trees. Therefore the harvesting of mature timber should be so conducted as to leave uninjured the middle and smaller-sized trees, upon which this nation must depend to bridge over, so far as practicable, the coming shortage of lumber.

Forest fires following after destructive lumbering have created a man-made desert about as large as the forests of all Europe except Russia and Scandinavia. Effective methods of fire prevention are well known. Therefore liberal provision should be made for complete fire protection upon public and private forest lands through co-operation between the national government, the states and the private owner.

There is no public market information service for forest products as there is for other farm products. Therefore such a service, covering the production, sales, shipments and prices of forest products, both in the United States and in foreign countries, should be collected and disseminated to farmers and other consumers and producers by the government at public expense.

Continuous and profitable forest production requires comparatively large areas of forest land. Therefore co-operative forest production offers special advantages as applied to scattered wood lots on farms. It should be specifically authorized by legislation wherever such legislation does not already exist.

The same reasons which recommend the co-operative purchase and sale by farmers of other products and supplies apply equally to products of the forest. Therefore such co-operative purchase and sale should everywhere be authorized by law and widely practiced among farmers.

Extension work in the production and harvesting of forest products is as necessary to the farmer as similar work dealing with other products.

Research in forestry has already produced results of incalculable value to the people of the United States and is essential for future progress. Therefore research in methods of maintaining and increasing the productivity of forest lands, in methods of utilizing forest products, should be promoted in every practicable way.

Since the shortage of construction timber throughout the world will make it impossible to meet the coming scarcity of lumber, since we must grow what we need or go without, and since the present area of forest land in the United States is barely sufficient, under the best protection and management, to meet the present needs of our people. Therefore the total forest acreage of the United States must not be reduced, but on the contrary must be increased wherever practicable by the inclusion of land not more valuable for other purposes.

Throughout the world, publicly-owned forests are better managed, better protected and more productive than those in private hands. Therefore the present area of public forests, national state or municipal, should not only be kept rigorously intact, but increased as rapidly and extensively as possible by purchase, gift, or exchange, and by additions from other public lands.

Our country is so large that the separation of sources of forest supplies from centers of consumption results in expensive transportation charges upon the consumer. Therefore the production of wood upon land not more valuable for other purposes should be encouraged in every state and region throughout the nation.

The axe and fires have reduced to unproductive barrens vast areas of forest lands good only to grow trees. These areas should be restored to production by fire protection and planting. Therefore assistance to private owners by furnishing planting material at cost or free should be given by the state and federal governments in cases where the taking over of the land and complete reforestation at public expense are not practicable.

To grow a tree takes a lifetime or longer, and a forest crop can be harvested only at intervals far apart; therefore taxation upon forest land should be so adjusted as to assist, rather than hinder, the practice of forestry by private owners, without relieving forest property from its proper share of the common burden.

Presented by

Chairman, Gifford Pinchot; secretary, Raphael Zon; Filibert Roth, A. C. Davis, Carl Vrooman, H. S. Graves, J. H. Pratt, Geo. W. Sissons, E. H. Clapp, Albert Manning, W. D. Brookings, E. P. Willits, Joseph Kittredge, Mrs. M. W. Park, A. J. Fleming, A. W. Laird, J. G. Peters, Arthur Capper, C. L. King, Dan Wallace.

It is said that an alert and determined minority on the committee prevented the endorsement of specific legislative proposals for Federal control of the forests such as the Capper Bill.

Rotary Cut Box Lumbermen to Meet in South

A meeting of the Rotary Cut Box Lumber Manufacturers' Association will be held in New Orleans, La., at the St. Charles Hotel on Wednesday, February 15, according to announcement made by J. M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, of which the Rotary Cut Box Lumber Association is an affiliated member. The meeting will be called to order at 10 a. m., and very important matters relating to the industry will be considered.

Northern Wholesalers to Meet in Milwaukee

The annual meeting of the Northern Wholesale Hardwood Lumber Association will be held in Milwaukee, Wis., on Monday, February 13, according to announcement made by Ted T. Jones of Minneapolis, Minn., president. The business meeting will be held in the afternoon and this will be followed by a dinner and entertainment in the evening.

Long-Bell

SOUTHERN HARDWOODS

**Red Gum ~ Sap Gum ~ Black Gum
Tupelo ~ White Oak
Red Oak ~ Yellow Poplar
Ash ~ Elm ~ Cypress
Hickory ~ Magnolia ~ Maple
Beech ~ Holly ~ Basswood**

*Distinctive
in
Manufacture
Texture
Grade
Quality*

Long-Bell Southern Hardwoods are cut on our own timber holdings in the Saline River bottom of Arkansas and the Bucatanna basin region of Mississippi and manufactured in our own modern band mills. To distinguish these products they are branded with the nationally known Long-Bell trade-mark, a recognized mark of uniform high quality wherever hardwoods are used. We produce in large quantity and can supply promptly all commercial sizes.

We will send free to Purchasing Agents and Executives our book, "From Tree to Trade," the story of lumber from the woods to the finished product.

Please mention this publication.

The Long-Bell Lumber Company
R A LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

Louisville Traffic Division Selects J. G. Brown as Leader for 1922

At the annual meeting of the Louisville division, Southern Hardwood Traffic Association, at the Pendennis Club in Louisville, Ky., February 7, J. G. Brown of W. P. Brown & Sons Lumber Company was elected vice-president in charge of the Louisville office, succeeding A. E. Norman, Jr., of the Norman Lumber Company, who had served two years. J. S. Thompson, district manager, continues in charge.

The same budget as needed last year will be used again this year, although it leaves a rather scant margin, the operating costs of the office being approximately \$15,000 a year.

There were forty men present at the dinner and meeting, representing about twenty-five members, out of a total of forty-nine members.

Talks were heard from J. Van Norman, attorney for the association, and from J. H. Townshend, manager, Memphis, concerning the Washington fight for reduced freight rates.

Pertinent Information

Industrial States will Lead in 1922 Building Activity

The greatest building activity in this country during 1922 will be in the industrial states, according to a forecast of the building outlook made by the committee on statistics and standards of the Chamber of Commerce of the United States.

It is pointed out by the committee that there will be a good many business buildings in 1922, and a large number of them will be in the shape of alterations and enlargements. On the other hand, it says, it is unfortunate that not a great many farm buildings, such as dwelling houses, barns, cribs and the like, are contemplated.

According to the committee, California leads the other states with respect to probable construction, while good likelihoods of construction lie in the Central West and in the East.

"There are also a great many possibilities for building in the southern states," it says. "These possibilities are greater than seemed likely under the stringent conditions which prevailed prior to the rise in the price of cotton."

"The prospects for building in the strictly agricultural states are not so favorable. There are several reasons for this, principally the exceedingly low and unremunerative prices on farm products, which seriously reduce the purchasing power of the farmer. In addition, the banks generally throughout the agricultural sections fully are loaned up, so that the farmer finds it difficult to obtain either ready money or credit. In such circumstances there is not likely to be much building in these states, especially on farms, for the simple reason that the farmer financially is unable to build."

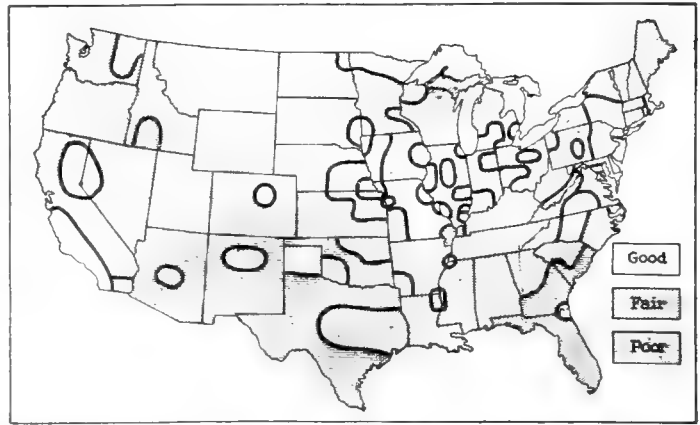
"Three factors enter largely into the problem of building during the coming months: The high price of material, high price of labor and the question of obtaining funds for construction. Prices of material, on the whole, are much the most favorable of the three factors. It is only here and there that there is any apparent difficulty in this respect. The matter of too high-priced labor does not stack up so well as that of material, but there is a general belief that not only are matters improving in this direction but when springtime comes, the long period of probable idleness of labor naturally will tend to bring about a much more favorable solution of this problem than now is presented."

Dodge Predicts Heavy Building Program for 1922

December building contracts in the twenty-seven Northeastern states of the country, as reported by the F. W. Dodge Company, amounted to more than for any previous December, with the exception of December, 1919. The total amount of these contracts was \$198,518,000, an increase of 3 percent over the November figure, whereas December usually shows a decline from November. The closing month of 1921 showed an increase of 98 percent over the corresponding month of 1920.

The total amount of construction contracts let during 1921 was \$2,359,018,000, only 8 percent under the 1920 total. It is doubtful whether any other business fared so well in 1921 as the construction industry as a whole has, even though the volume of construction has been unevenly distributed as to classes of projects and as to locality.

The predominating factor in the year's program was residential building, which amounted to \$880,052,000, which was 37 percent of the 1921 total, and represented an increase of 54 percent over 1920 residential construction. Public works and utilities took second place, amounting to \$459,184,000, or 19 percent of the year's total. Other important items



Map Predicting Relative Amount of Building in the Various Parts of the Country During 1922. Prepared and Issued by Committee on Statistics and Standards, C. of C. of the U. S.

were: business buildings, \$336,920,000, or 14 percent; educational buildings, \$242,562,000, or 10 percent (this figure representing a very considerable increase in a number of projects and in total value over 1920); and industrial buildings, \$173,325,000, or 7 percent of the year's total.

FORECAST FOR 1922

The remarkably good showing of the month of December, following the good records of the four previous months, give added confirmation of the revival of construction activity. Every present indication is that 1922 will see a measurably larger volume of construction than the program carried through in 1921.

The principal factors favorable to a big construction year are the still unsatisfied demand for buildings of every class and the steadily increasing amount of money available for investment in construction projects. These factors are not uniformly favorable everywhere. Recovery in recent months has been rapid in the East and very slow in the Central West. This unevenness in the rate of recovery may be expected to continue well into 1922. The recovery of general prosperity in the Central West will continue to be slow, and general business conditions in that section will retard speedy revival of construction activity, particularly in agricultural communities.

While it's reasonable to expect increased activity in every class of construction projects, it is probable that residential building will again predominate. Public works, business buildings and educational buildings, all of which made good records for activity in 1921, may be expected to continue at a satisfactory rate. Even industrial buildings, which special class is likely to be about the last to return to a normal rate of activity, should show an increase over 1921.

The records of construction that was contemplated during the past three years indicate that the community comprised within the F. W. Dodge Company's territory (including about three-fourths of the total construction of the country) has collectively worked toward a three-billion dollar total each year. The average accomplishment per year has amounted to two and a half billions. The year 1920 was the only one since the war that started off at a sufficiently high rate to reach a three-billion dollar total. That rate was maintained for four months, and then the reaction came. This reaction was caused not only by the reaction in general business conditions, but it was also influenced by the fact that there was a sufficient supply of neither materials, labor nor transportation facilities to carry through the extensive program that was mapped out.

In 1922 the community's collective effort will be toward a three-billion dollar construction year (or four billions for the entire country). The supply of materials, labor and transportation facilities is still inadequate to carry through such a large program. It is neither likely nor desirable that a program of such magnitude be actually started. Slowness of recovery in general business, labor disputes still unsettled, and other retarding factors may be expected to curb a too rapid boom in construction. If this year shows a moderate margin over two and a half billions invested in construction contracts in the twenty-seven Northeastern states (say an increase of 8 or 10 percent over 1921) rather more evenly distributed than the 1921 construction was, it will justify present expectations and spell increased prosperity for the industry.

Saws Explained to Forestry Students

H. C. Atkins, president of the E. C. Atkins & Company, Indianapolis, Indiana, spoke at convocation of the New York State College of Forestry on the use, adaptability and maintenance of saws in the manufacture of lumber and many other wood products. Mr. Atkins showed a motion picture by the Atlas Educational Film Company in which was depicted interesting lumbering operations as conducted in many sections of the United States, particularly in the South. He brought with him some twenty varieties of saws and samples of saw teeth, which proved of great interest to the three hundred students of the Forestry college.

Mr. Atkins said that a new era was dawning in the manufacture of



We offer the following
**Band-Sawn
 Splendid Widths
 Bone Dry**

All 18 Months or Older Dry

Quartered White Oak

Feet

4/4"	FAS	200,000
4/4"	No. 1 C&S.....	300,000
5/4"	No. 1 C&S.....	350,000
6/4"	No. 1 C&S.....	75,000
8/4"	No. 1 C&S.....	75,000
4/4"	No. 2 Com.....	500,000

Quartered Red Oak

Feet

4/4"	FAS	50,000
5/4"	FAS	28,000
4/4"	No. 1 C&S.....	125,000
6/4"	No. 1 C&S.....	25,000

Wood-Mosaic Co.

INCORPORATED

LOUISVILLE, KY.

lumber in the United States in respect to more efficient utilization methods in manufacture and that gradually we were approaching the careful use of timber that is being practiced in Europe. Much of this saving in wood would be brought about by the improvement and perfection of saw equipment and by the employment of technically trained men in the important positions in the mill.

Mr. Atkins stated that the cost of saw equipment for a mill that would cut 85,000 b.f. per day would be about \$2,200 per annum and that the expense for saw equipment in a big mill should average about 4½ cents per thousand feet of lumber cut. This amount is about equal to the cost of oil used in the mills.

One of the students showed considerable curiosity in asking Mr. Atkins to explain what he meant by the word "bullhead." Mr. Atkins said that a "bullhead" in a sawmill parlance was a board that had been sawed large at one end and that the "bullhead" was a saw problem.

Clubs and Associations

Wisconsin Attacks Milwaukee Millwork Association

The attorney-general of Wisconsin has instituted proceedings in the Circuit Court of Milwaukee county charging ten of the largest sash, door and millwork manufacturing concerns of that city with conspiracy to restrain competition and to fix prices through the existence and operation of the Millwork Bureau, 505-506 Watkins Building, Milwaukee, of which Claude E. Flambeau is manager. The suit is one of a series the attorney-general has been instituting for some time past against groups of manufacturers of various classifications. The defendant concerns are: Interior Woodwork Company, Badger Sash and Door Company, Wm. H. Schmidt & Sons Company, Gruhl Sash and Door Company, Hilgen Manufacturing Company, Grobben Manufacturing Company, A. F. Meckelberg Sash and Door Company, Rockwell Manufacturing Company, West Side Manufacturing Company and Woodwork Manufacturing Company. A penalty of \$5,000 is demanded from each of the defendants. The complaint charges that following the organization of the establishment of the Millwork Bureau about seven months ago, the defendants "unlawfully conspired and combined to control and fix the prices of manufactured woodwork, consisting of sashes, doors, window casings and interior woodwork, and that they did control and fix the prices of said articles and commodities and illegally restrained trade within the state of Wisconsin contrary to the provisions of Chapter 458, Laws of 1921." According to a statement made by G. F. Clifford, special assistant to the attorney-general, handling the cases, the action was instituted as the result of general complaints by contractors against members of the Millwork Bureau that the prices they are charging are exorbitant and unreasonable.

Executives of National Wholesale Association Meet

A meeting of the executive committee of the National Wholesale Lumber Dealers' Association was held at Buffalo, January 14. The membership numbers 532, a substantial gain over last year, and reports of the membership committee indicate a membership of 550 before the coming annual convention in March. Secretary Schupner says there has never been a period when the association facilities were used so extensively as at present, undoubtedly caused by fluctuating and uncertain conditions requiring close attention to matters covered by the association's distinctive services, and which are so highly endorsed by the members.

The executive committee recorded itself in favor of the increased appropriation for the Forest Products Laboratory; accepted the invitation from the American Lumber Congress to be represented by eight delegates at the meeting in Chicago in April, and considered communications from the Chamber of Commerce of the United States on matters requiring co-operation. Pending legislation on forestry was again considered, the executive committee reaffirming the association's previous action of withholding its support or endorsement on either of the two bills now before Congress.

Those who attended were: J. W. McClure, president, Memphis, Tenn.; W. H. Schuette, Pittsburgh, Pa.; H. W. McDonough, Boston, Mass.; Dan McLachlin, Arnprior, Ontario; Horace F. Taylor, Buffalo, N. Y.; F. R. Babcock, Pittsburgh, Pa.; John McLeod, Buffalo, N. Y.; C. A. Goodman, Marinette, Wis.; W. W. Schupner, secretary.

Southern Exporters Expect Sharp Improvement

business from the southern lumbering belt, and the utmost confidence is felt by leading exporters from Hampton Roads, Va., to Galveston, Tex., that the movement should begin to approach normal in a comparatively brief period. Such was the consensus of opinion expressed by lumber exporters gathered in New Orleans at the Lumbermen's Club Wednesday, January 11, for the annual convention and election of officers of the Southern Lumber Exporters' Association.

The association, which comprises practically all the leading exporters from the gulf tier of southern states from Virginia to Texas, inclusive, handles pine and hardwoods. None of its members are interested in the exportation of cypress. Reports indicated that for the past few months the movement of the hardwoods has been better in proportion to the

amounts usually shipped than has that of southern yellow pine. The recent deal by the French government for 240,000,000 feet of pine is expected to change the tables; but, with Mexico gradually building up, with the River Plate region becoming more and more insistent for the better grades of southern hardwoods and with the financial conditions of France, Germany and Italy as well as the United Kingdom gradually adjusting themselves, the exporters interested in the movement of hardwoods were unanimously of the opinion that the outlook for hardwood sales abroad are brighter for 1922 than they have been for two or three years or more.

Officers of the Southern Lumber Exporters' Association were elected as follows: E. R. DuMont, Standard Lumber Export Company, New Orleans, president; L. L. Chipman, Long-Bell Lumber Company, Beaumont, Tex., vice-president; C. W. Hempstead, Hempstead Lumber Company, Mobile, Ala., also a vice-president; R. G. Robinson, Robinson Lumber Company, New Orleans, treasurer, and C. E. Dobson, managing director. Directors were elected as follows: James Gauriga, Pensacola; W. N. Hunter, Mobile; F. W. Pettibone, Gulfport; Roger E. Simmons, New Orleans; F. H. Farwell, Orange; L. L. Chipman, Beaumont; Lucas E. Moore, Galveston and Houston, and O. H. Taylor, Jacksonville.

National Wholesalers Move

The offices of the National Wholesale Lumber Dealers' Association since January 28 have been located in the Liggett building, 41 East Forty-second street, New York. The headquarters used at 66 Broadway for more than twenty years are now inadequate, and Secretary Schupner states that the larger and lighter space in the Liggett building will enable the office to more expeditiously function to the growing needs of the membership.

In order to save mail delay, members will please note change in address.

Southern Traffic Announcements

Traffic passing through New Orleans for shipment to the Pacific coast via the Panama canal is now on the same basis as traffic passing through that port for shipment overseas as a result of the securing of publication by George Schadd, Jr., district manager of the Southern Hardwood Traffic Association at that point, of an amendment to Emerson's joint demurrage and handling charges tariff. There are to be seven days of free time, with \$1 a day for each day after the expiration of that limit.

The Southern Hardwood Traffic Association gives the following information regarding reductions in rates on hardwood lumber and forest products on the part of transcontinental lines to Pacific coast destinations, effective Jan. 30, 1922:

"A rate of 80c per hundred pounds has been published from groups D, E, F, G, H and J, and of 85c from the following portions of Group C:

"A. & V. Railway—Points east of Vicksburg to and including Jackson, Miss.

"I. C. R. R., Y. & M. V. R. R.—Louisville, Owensboro, Henderson, Paducah, Ky., and intermediate points via New Orleans, La., and Mississippi River crossings north thereof; Vicksburg, Miss., and A. & V. Railway; Natchez, Miss., and Mississippi Central R. R.

"L. & N. R. R.—Louisville, Ky., Henderson, Ky., and intermediate points via New Orleans, La., or Memphis, Tenn., also points intermediate points Cincinnati, Ohio, via and including Louisville, Ky.

"L. H. & St. L. Railway—Louisville, Ky., and intermediate points via and including Henderson, Ky.

"Mississippi Central R. R.—Points east of Natchez to and including Brookhaven, Miss.

"St. L. & S. F. Railway—Points east of Memphis to and including Birmingham, Ala."

It has asked for the publication of a rate of 85c from all portions of Group C, of 90c from Group B and of \$1 from Group A, and adds:

"We are insisting that similar reductions be made at once from Groups A and B and from those portions of Groups C which have not been lowered. We feel confident that the additional reductions sought will be promptly published on short-notice authority from the interstate commerce commission."

The association has been working for more than a year to secure these reductions and it is anxious for the lines serving all groups to participate in the lower rates.

It would seem that there is some confusion regarding rates from Group C, as published in the new tariffs, and the association strongly suggests the advisability of conferring with it before quoting rates on shipments destined to the Pacific coast.

North Carolinians Urge Forest Conservation

An extended resolution indorsing in detail the conservation of the nation's forest resources through federal and state legislation was adopted by the North Carolina Forestry Association, at the eleventh annual meeting in Wilmington, N. C., on January 27. The resolution approved the provisions of the several bills pending in Congress, providing for extending the scope of the work of the U. S. Forest Service and increasing the fire prevention appropriations for use in co-operation with the various states as authorized under the Weeks Law. An appropriation by Congress of not less than \$1,000,000 for the purchase of additional forest lands at the headwaters of streams and elsewhere was urged. "We urge," the resolution said, "that the present area of public forests, national, state or municipal, be kept not only rigorously intact, but increased as rapidly and extensively as possible by purchase, gift or exchange."

South Bend Hardwood Club

The South Bend Hardwood Club held its regular semi-monthly luncheon and business meeting at the Indiana Club January 23.

John I. Shafer, newly elected president, presided for the first time and gave a stirring talk to the members, urging each to do his share towards the betterment of the club and to boost South Bend as a city and a lumber center.

The only matter of business was a motion, unanimously adopted, to change the by-laws so as to make the vice-president automatically succeed to the presidency at the end of the year. This has the effect of making Harry H. Maus president for 1923 and assures the club of at least two more years of splendid leadership.

An interesting discussion on the matter of a sales code was engaged in by all. This is considered to be the matter of principal importance to come before the next National Hardwood Lumber Association convention.

M. Neely of the Howe-Neely Lumber Company of Helena, Ark., was a welcome guest of the club.

Memphis Club Holds a "Shipping" Session

American ships are handling only 29 per cent of American exports and imports at present, William H. Stayton, president of the Baltimore Steamship Company and director of the National Merchant Marine Association, told members of the Lumbermen's Club of Memphis, in an address delivered at the regular semi-monthly meeting at the Hotel Gayoso Saturday afternoon, February 4.

He informed members of the club that regular sailings every two weeks had been established from Galveston, New Orleans and Mobile to United Kingdom and other foreign ports and that this service would be guaranteed for at least three years. He pinned his faith, he said, to the American flag and made a brilliant plea to members of the club who are engaged in the exportation of hardwood lumber and forest products to endorse on their documents, when forwarding these to their booking agents, "One-half to be given to ships flying the American flag." "Surely you will be willing to do that much," he said, "unless you are willing to guess that the American colors will disappear from the seven seas of the world."

Malcolm Stewart, chairman of the Middle West Merchant Marine Committee and representative of the foreign trade bureau of the Cincinnati Chamber of Commerce, explained to members of the club that rates to southern ports had been equalized with those to north Atlantic ports and urged exporters of hardwood lumber and forest products in Memphis and the valley territory, which are embraced in the Middle West, to make use of the service to foreign ports now operated with American ships.

The resolutions committee was instructed to prepare and forward to the United States Chamber of Commerce wholehearted approval by the club of the sale by the government of Muscle Shoals to Henry Ford.

George C. Ehemann, chairman of the law and insurance committee, told members that there would be a State forestry conference at Jackson, Miss., in the next few days to take action on pending forestry legislation in Mississippi and suggested that those having timber lands in that State take part in this conference. He did not believe it wise for the club, as a body, to take any steps in connection with this proposed legislation.

President Thompson announced that he would appoint a special committee to co-operate with the regular entertainment committee and John M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, in looking after members of the Eastern Retail Lumber Dealers' Association on the occasion of their visit to Memphis late in March.

Three new members were elected: Ben Sheffield, Memphis Band Mill Company; J. A. Pease, Mossman Lumber Company, and W. A. Stillions, Stillions Mingea Lumber Company, all of Memphis. Six applications for membership, composed largely of officials of the newly formed Turner-Farber Love Company, were filed with the secretary.

There were more than 125 members present, largely because of keen interest in the discussion of American shipping.

Demand Rate Cut

At a special meeting of the Transportation and Executive Committees of the Cincinnati Lumbermen's Club a resolution was adopted

protesting against the proposed reduction in freight rates on the grounds that they are inadequate. The following telegram was sent to the Interstate Commerce Commission by Secretary Will S. Sterrett: "Proposed reduction in lumber freight rates would be ineffective in permitting manufacturers of lumber to market the largest part of their output. Cincinnati is not granted any reduction in proposed new rates on either inbound or outbound shipments, which is an unjust discrimination. Nothing short of rates effective prior to August 26, 1920, will be sufficient to afford necessary relief. Restoration of old rates beneficial to railroads as revenue is derived from traffic that moves and not from printed rates, and old rates necessary to move forest products."

Indiana Man Heads Tie Producers' Association

At the annual meeting of the National Association of Railroad Tie Producers, held in Chicago January 26 and 27, the following officers were elected to serve during the ensuing year:

President, J. H. Johnson, B. Johnson & Son, Richmond, Ind.; first vice-president, Timmons Harmount, Harmount Tie & Lumber Company, Chillicothe, O.; second vice-president, H. M. Cochran, Union Lumber Company, San Francisco, Cal.; secretary, Warren C. Nixon, Western Tie & Timber Company, St. Louis, Mo.; treasurer, R. E. McKee, Long-Bell Lumber Company, Kansas City, Mo.

Division directors: Pacific Coast District, A. H. Onsted, Weyerhaeuser Timber Company, Tacoma, Wash.; Rocky Mountain District, George Loff, Standard Timber Company, Evanston, Wyo.; North Central District, M. H. Schussler, Coolidge & Schussler, Minneapolis, Minn.; South Central District, J. J. Schlafly, Potosi Tie & Timber Company, St. Louis, Mo.; North-eastern District, E. S. Culbertson, Culbertson Lumber Company, Ironton, O.

The convention decided to meet in New Orleans in January, 1923, following the American Wood Preservers' convention.

The discussion of conditions in the industry in various sections of the country developed that the low demand and prices have caused a great curtailment of production in nearly every section. This produces a situation which will make it difficult for the railroads to supply their needs in ties, should these develop to a normal volume within the next few months.

Word from Hoover Expected Before Manufacturers' Meeting

Officials of the American Hardwood Manufacturers' Association are awaiting with an unusual degree of interest an expected statement from Secretary Hoover, of the Department of Commerce, regarding what this and other organizations may do in the way of compiling and issuing statistical information under the decision of the Supreme Court in the open competition plan case. They are hopeful that this will be forthcoming before the date fixed for the annual membership meeting of this body scheduled for the Seelbach Hotel, Louisville, Ky., March 7 and 8.

This meeting will determine the future scope and activities of this organization and it is pointed out that, if there is a clear statement of what may or may not be done from official circles in Washington, its work will be very greatly simplified. It has been determined that the association will continue to function along every possible legitimate line in the interest of the hardwood lumber industry. This was decided at the meeting of the board of directors held at Louisville, January 14. But nothing whatever is known regarding what may be done in connection with the handling of the association's statistics. The committee appointed by R. M. Carrier, president, at the meeting of the board, January 14, to confer with officials at Washington regarding application of the decision of the Supreme Court, has not made any move in that direction. James E. Stark, of Memphis, is chairman of that committee but it seems to be the disposition of himself and fellow-committeemen to await developments in Washington expected from the conferences between Secretary Hoover and Attorney General Daugherty. The latest information from Washington is that a statement on this point will be issued by the former within the next few days.

John M. Pritchard, secretary-manager, says that the program for the Louisville meeting is now being prepared and that this will be announced before the date of the meeting.

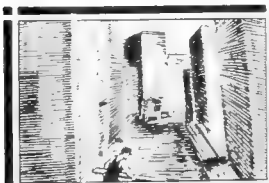
Two Members of the Turner-Farber-Love Co., Memphis



H. D. Love, 2nd Vice-President

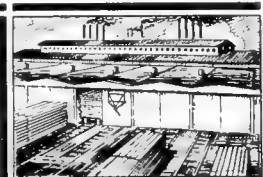


R. W. Ricketts, 3rd Vice-President



YARD AND KILN

A Section Intended to Promote Efficiency and Economy in Lumber Drying



Short Stories of the Kiln

Automatic Dry Kilns

By C. J. M.

Not the kind in which "you wind the clock, turn on the steam, and the controller will do the rest," but the very ordinary, "honest to goodness," plain ventilated type kilns were built during the war, in a block of a dozen or more, by one of our largest industrials. These kilns were quite large, of compartment type, and would hold about 40,000 Bf. of 4/4' stock.

Outer walls were of brick, inner partitions and ceilings were of wood. The usual heating system was placed under the piling floor, but it was properly graduated for the drying of large oak dimension lumber drying.

Since the moisture removal was to be by ventilation, a fresh air supply was provided for by means of two ducts, located on the floor of the kiln, one at each side wall, running full length, from front to rear, taking air at both ends and distributing same into the kiln through numerous transverse slots in these ducts, whenever the inlet gates were opened.

The moist air rejected was to be removed by a number of vertical ducts in each side wall, their inlets were located about five feet from the ceiling and these ducts were constructed so as to almost counterbalance the tendency of the heated air to rise in the same.

These vertical ducts connected into a horizontal gathering duct running on the side wall, below the ceiling, and the two horizontal gathering ducts in turn were interconnected by means of a cross duct located in the space between the ceiling and roof, to the center of which duct was attached a liberal-sized ventilator, passing above roof and equipped with an adjustable damper, the amount of opening of which was controlled from the floor, near the front door, by means of copper chains.

The writer, who was called in when these kilns were about 90 percent complete, paid particular attention to the damper arrangements on the intake as well as the discharge, in the desire to make the kiln regulation as positive and reliable as could be done. Extreme precautions also were taken to protect the fresh air intakes from influence of wind pressure and direction.

When completed these kilns were charged with bent wheel rims of oak, containing about 60 percent moisture, and were watched with much interest. All dampers, of course, were closed tight at the start. Drying progressed quite satisfactorily all the way past the fibre saturation point, and yet no need showed itself for any adjustment of the dampers from their original closed position. The stock went on down to 5 percent and was unloaded, and still no change in the damper position. The drying had been all that could be desired, and all kilns in the block had acted alike.

As fast as emptied the rooms were carefully inspected, but the inspection failed to disclose any appreciable leakage. These kilns were operated for more than a year in precisely the same manner, and on the same materials, with uniformly excellent results, without opening of either inflow or outflow dampers. Our expensive ventilators, ducts, dampers and windbreaks might as well never have been installed. The only argument advanced was that with bent rims the proportion of actual wood content to wall, ceiling and floor surface was so abnormal that any moisture coming from the wood would be absorbed as fast as transfused and vaporized into the kiln air.

This argument sounded somewhat ingenious and fishy, so the

writer determined to test the matter by reversing the proportions of wood content to absorbent surfaces by loading into these kilns as many green, heavy hickory axle blanks as they would hold. Much to his surprise, the behavior of these kilns remained unchanged. Moreover the drying was very good without any change in damper position.

Later, to further test the matter, several charges of 4/4" gum lumber were placed into these rooms (about 40,000 Bf. each), and these were likewise dried very well without attention beyond mere adjustment of the heat.

The writer has never fully solved the puzzle, but it may be fairly assumed that, since the doors are unusually tight, located on one end only, the moisture coming from the lumber surely escaped in many small ventilation leaks through the many joints of the woodwork of the walls and ceilings, and also that it found its way into the space between ceiling and roof, there to be carried to the open through small ventilator slides left partly opened to prevent condensation in that space. Undoubtedly, also, a fair share of the moisture, during high humidity period, found its way into the cinder floor under the heater coils, only to be slowly reëvaporated during the latter drying period when the humidity percent of the air became less.

Internal circulation remained uninfluenced by ventilation streams, drying conditions therefore were quite uniform throughout, and the only control for the rejection of the moist air was the increasing or decreasing vapor pressure, surely an ideal combination for effective and economic moisture removal from a kiln.

The balanced condition of these kilns without question was an accident and no more, and we may never be able to reproduce the same in their excellence, but to the writer their more than two years' operation, under all conditions of season and weather, suggests that if investigations were carried on along the lines herein mentioned, we may perhaps eventually hold our kiln air conditions in closer harmony with their natural controlling forces, instead of in opposition, as is now frequently the case.

Questions and Answers

[NOTE: Readers of *Hardwood Record* are invited to submit their yard and kiln problems for answer in this column.—THE EDITOR.]

Question 4—End, or Cross-Piling, Which?

As soon as business conditions permit, we intend to add to our kiln-drying capacity six compartment kilns for hardwood drying. These will probably be condensing kilns, with condenser pipes on both side walls, and a heating system of cast iron wall type radiation under the tracks.

We seem to be unable to reach definite conclusion as to the best piling system for these kilns. Since we will change around most of our present tracks, and must acquire new transfer cars, we can use either the cross-piling system which we now have, or install, without much additional expense, the end-wise piling system, which some of our friends advocate as more advantageous.

We will gratefully receive any suggestions from parties who have

tried out both systems.

Furniture Manufacturer.

Answer to Question 4

Analyzing your statements as given, without further consideration of other plant conditions not mentioned, the writer's advice would be to give preference to the end-wise piling system, with piles not over six feet wide, with a center chimney about 16" wide at the bottom and gradually converging to the top.

In establishing the width of your kilns, consider two such piles side by side, with twelve inches between the lumber and each side wall, and two feet between the adjoining piles in center of kiln. Suspend a third condenser in center of kiln between the piles and you will obtain a good circulation up through the chimneys and out between the boards to the condensers.

This arrangement will enable you to place a center pier of steel and concrete construction, ten to twelve inches wide, between the two tracks at the front of the kiln, which will reduce the size of the lintel beam, and more important, will enable you to employ smaller and more air-tight doors.

The length of the kilns will have to be determined by the lengths and quantities of the lumber you wish to dry.

The above are advantages which cannot be had with any possible arrangement of cross-piled cars in a compartment kiln.

No criticism is offered on the use of the radiation mentioned, provided it is properly subdivided and graduated to give the range of temperature required throughout the entire length of the kiln, and so installed that it will drain off its condensation in a positive way, and relieve itself of air in like manner. If so arranged and installed the cast iron radiation will prove a decided step in advance and far superior to the old type of Header Cool.. Cons. Engr.

With the Trade

Maxson Becomes Maus' Partner

The Charles O. Maus Lumber Company, South Bend, Ind., announces having taken into the business as a partner Ray B. Maxson.

Mr. Maxson was, during the war and up to Jan. 1, 1921, lumber purchasing agent for the Studebaker Corporation. For the past year he has been in the hardwood lumber business for himself, with an office in the Farmers' Trust building at South Bend.

As previously announced, the Charles O. Maus Lumber Company is a new concern, Mr. Maus having been connected with the Hyde Lumber Company for the past nine years in the capacity of salesman, covering the states of Michigan, Northern Indiana and Ohio, New York, Pennsylvania and Ontario, Canada.

Mr. Maxson will be in charge of the office at South Bend and look after the buying, while Mr. Maus will be in charge of the selling end.

The knowledge and experience of these two men in their different fields should assure the new concern their share of success, as they are well and favorably known throughout the buying trade of hardwood lumber.

Foote Company Completes Thirtieth Year

Record of forty years in the hardwood and lumber trade of Cleveland will be established by C. H. Foote, head of the C. H. Foote Lumber Company, on March 1, and the company that bears his name will celebrate its thirtieth year in business.

At the same time reorganization of the company is announced, with an aggressive and progressive policy for distribution of quality material. Important in this connection is the appointment of H. E. Leake as sales manager for the Foote organization. Mr. Leake has spent practically a life time in the lumber industry, and is as well known in the South as he is in the North. For the last three years he has been connected with the Krass Brothers Lumber Company, covering the Northern Ohio territory. Prior to coming to this vicinity Mr. Leake was with firms in Temple, Texas, and New Orleans, and is thoroughly conversant with conditions in the South. Mr. Leake now is in the South, making a survey of the mills situation in the interest of the Foote company.

Mr. Foote himself first entered the lumber industry with the Fisher-Wilson Company, of Cleveland. He was with that firm for ten years and then embarked in business for himself.

Activities of the C. H. Foote Lumber Company are directed by the officers, who are: President, C. H. Foote; secretary, R. G. Blum; treasurer, A. H. Foote. Headquarters will be continued on the eighth floor, Columbia Building, this city.



High Humidity Dry Kiln

The Modern Kiln Delivers

a constant and uniform circulation of automatically humidified air with automatic temperature control.

And You Get

quicker drying of entire kiln charge—better quality throughout—greater holding capacity.

And You Can Dry Green Lumber

"The Kiln with the Circulation You Can Understand"

HAVE YOU WRITTEN FOR YOUR COPY OF OUR NEW CATALOGUE?



Largest Factory in the World Devoted to the Manufacture of Air Moving Equipment

B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASSACHUSETTS

Atlanta, Ga., Boston, Mass., Chicago, Ill., New York, N. Y.,
Philadelphia, Pa., Rochester, N. Y., Seattle, Wash.,
San Francisco, Calif.

Steven & Jarvis Reorganize Sales Department



W. H. Sill



F. E. Andrews

The sales department of the Steven & Jarvis Lumber Co., Eau Claire, Wis., has been reorganized, according to announcement made by the company the latter part of January. Through the reorganization W. H. Sill, formerly sales manager for the H. F. Below Lumber Co., Marinette, Wis., and since then in the commission lumber business in the same city, has been made general sales manager for the Steven & Jarvis company. In this position he succeeds Fred E. Andrews, who has been transferred to Chicago to manage the

northern hardwood department of the branch office in that city.

The new general sales manager has had long experience as a lumberman and is known throughout the northern territory, where he has held positions with some of the leading Minnesota and Wisconsin concerns, among these being the Brown Land & Lumber Company of Rhineland, Wis., for which he was sales manager for a number of years previous to his connection with the H. F. Below organization.

Mr. Andrews' service with the Steven & Jarvis company extends over a period of thirteen years, four of which were spent in charge of the Rockford, Ill., office, and nine as general sales manager with headquarters in Eau Claire. He served his apprenticeship in the lumber business many years ago as inspector for the Yawkey Lumber Company, Hazelhurst, Wis., and was then for five years secretary of the St. Paul Furniture Company, St. Paul, Minn., manufacturers of bank and bar fixtures. Following this he was with the Payson Smith Lumber Company of Minneapolis for two years. He then joined the sales forces of the Mercer & Ferdon Lumber Company, Grand Rapids, now the Grand Rapids Lumber Company. He remained five years with this concern, resigning to enter the employ of the Steven & Jarvis Lumber Company.

The Steven & Jarvis Lumber Company recently opened a southern hardwood department in its Chicago office and placed this department in charge of Rowland S. Utley, who has a wide acquaintance and a long experience in the southern hardwood field. He represented the Aberdeen Lumber Company in Chicago for a number of years, was in the commission business for himself and later manager of the hardwood department of the Chicago Lumber & Coal Company in Chicago.

F. W. Long, who was for about one year manager of the Chicago office of the company has been transferred to Milwaukee, Wis., where he represented the concern for several years before coming to Chicago. He is now making his headquarters at the Republican House in Milwaukee.

The Steven & Jarvis Lumber Company is one of the most substantial and best known of the northern hardwood wholesale distributors. It has been in the field fifteen years and during that time has grown steadily. The company manufactures as well as wholesales lumber, having a hardwood mill at Cobban, Wis. J. D. R. Steven is president of the concern, Arthur Jarvis is vice-president and B. E. De Yo is secretary-treasurer.

Geo. D. Griffith & Co. Puts on New Man

The George D. Griffith & Co. of Chicago have made an important addition to their sales force in the person of J. D. Foucht, a lumberman who has had considerable experience in the business. Mr. Foucht has been with the Hardwood Mills Lumber Company, Chicago; the Advance Mill & Lumber Company, Chicago, and the Russe & Burgess Company, Memphis, Tenn. During 1922 he will cover the Indiana, Michigan and Ohio territory for the Griffith company, selling hardwood chiefly. Mr. Foucht joined his new connection on February 1, announcement being made on that date by George D. Griffith, president of the company.

Not Connected with Monongahela

W. W. Wilson, Jr., president of the Republic Lumber Company, Pittsburgh, Pa., wholesalers of lumber, has asked that the trade be advised that the Republic company is in no way connected with the Monongahela Lumber Company of that city. Some confusion has arisen from the fact that the Republic Lumber Company took over the offices of the other company and assumed the lease thereof in payment for their equipment and allowed them temporarily to have desk room in the offices. Confusion may also have arisen from the fact that W. J. Harrington, secretary and treasurer of the Republic company, was formerly connected with the Monongahela company. K. G. Snyder owns the capital stock of the Monongahela company and Mr. Harrington is now employed by the Republic company. Mr. Wilson is the owner of the Republic company and has no connection with the Monongahela company.

Whitson Succeeds Simonson as Manager

The National Lumber Manufacturers Inter-Insurance Exchange, 11 South La Salle street, Chicago, announces that on January 25 Charles F. Simonson severed his connection with the exchange, and for the present W. B. Whitson, deputy attorney-in-fact, will perform the duties of manager and attorney-in-fact. The executive committee, comprising Chas. A. Bigelow, chairman; W. A. Holt, vice-chairman, and C. F. Wiehe, treasurer, urge the patrons and members of the exchange to co-operate with Mr. Whitson in the upbuilding of the exchange.

The committee has this to say regarding the condition of the exchange: "We are insuring in excess of 400 mills and lumber properties, and desire to increase this number very materially, and hope you will aid us in so doing, by giving us as large lines on your property as we can carry, and urging your neighbors and friends, who are not now insuring with us, to do so.

"We are strong financially, as our 1921 statement shows (same is now in the hands of the printer and will be mailed you shortly). Our surplus over all liabilities increased 30 per cent as compared with our 1920 statement, and this in spite of an unusually heavy loss ratio during the past year.

"Our average rate has gradually decreased, thus showing a saving made by our competition with the stock companies in favor of our subscribers. By increasing our premium income, we further reduce the cost to you. So will you not kindly join with us in an earnest effort to increase our business?"

Peschau Goes Back to Minneapolis

A very advantageous connection has been formed by F. H. Peschau, Chicago representative of the Payson Smith Lumber Company of Minneapolis, Minn., with the Webster Lumber Company of Minneapolis, wholesalers of hardwoods. Mr. Peschau has resigned from the Payson Smith company, to take effect February 15, and on that date will go to Minneapolis to assume his new duties. He will market hardwoods for the Webster company in the Minneapolis and other territories. Mr. Peschau has been the manager of the Chicago office of the Payson Smith company for the past three years, coming to Chicago from Minneapolis. He has had long experience in the northern hardwood industry and has a wide acquaintance. It is an interesting coincidence that his very first experience in the lumber business fourteen years ago was with the Webster company. The first hardwood board he ever saw graded was in this company's yard at Maple, Wis. He spent two and a half years in the woods with this company, acquiring the fundamentals of the business. Later he was with the Parker Kellogg Lumber Company of Minneapolis and after that he served five years with the Kneeland-McLurg Lumber Company of Phillips, Wis.

May Buys Davis' Louisville Yards

Announcement has just been made of a deal whereby the R. R. May Hardwood Company has purchased the offices, yard leases and lumber on yards of the Edward L. Davis Lumber Company at Louisville, the latter concern having announced plans for moving its main offices to Mobile, Ala., in order to give closer supervision to its mills and in filling orders, as mills are operated at Mobile and Gilbertown, Ala. Heretofore the May company has been handling a car lot jobbing business, but has not yarded stock. This latter company was formed about two years ago by R. R. May, who for some years was secretary of the Louisville Hardwood Club and manager of the Louisville Division, Southern Hardwood Traffic Association.

Stackhouse Made General Manager

The partners of French & Hecht, Davenport, Ia., and Springfield, O., successors to Bettendorf Metal Wheel Company, have appointed W. H. Stackhouse general manager in charge of their business at both Davenport, Ia., and Springfield, O.

Mr. Stackhouse has been connected with French & Hecht since 1898, and for a number of years has been one of the general partners and manager of the Springfield, O., plant.



Rowland E. Utley



F. W. Long

Breece Sales Office Moved

The Breece Manufacturing Company, manufacturer of veneered tops and table rims, has decided that it can best serve its customers by being located at Arkansas City, Ark. Accordingly, Carl L. White, who has been in charge of the sales office at Portsmouth, O., has now moved to Arkansas City, the change taking effect January 18. This company's double band mills are also located at Arkansas City.

Lear of Philadelphia Predicts Banner Year for Hardwoods

William H. Lear, one of the largest dealers in hardwoods in Philadelphia, and perhaps the dominant influence in the industry in Pennsylvania, is an optimist regarding the lumber business.

In an illuminating statement, Mr. Lear outlines market conditions and gives his views regarding the forthcoming business year.

"I am confident that the year will be a banner one for the lumber industry in America," he said, "and that the revival in the lumber market, which we are witnessing, will continue until normalcy is regained.

"I do not prophesy the coming of a boom. In fact, I would find no enjoyment in viewing the present development if I thought it but an indication of a coming boom. It is not a boom that we want. There is no great satisfaction in seeing one's business treble in volume only to realize that it will tumble in the inevitable smash which always follows. I believe that the future success of the lumber market will be longer lived than that, and personally I am satisfied in the future development and stability of the market to such an extent that I have stocked my yards to capacity and am fully prepared to meet all demands this year. Already the orders for hardwoods are increasing, and within a few months the demand for all grades and types of wood will be of such magnitude that lumber merchants will have to be continually on the jump and wide-awake in order to take advantage of the increased business which will be offered them.

"During the year we may expect an unusually large demand for poplar, which demand will be greater than the demand for any other hardwood. Plain oak will also be in demand, as will chestnut and red gum. Birch and quartered oak will follow in importance. These more important hardwoods will be in especially large demand, and we should stock ourselves sufficiently to be in such a position to be able to fill all orders. We must always be able to supply the lumber wants of the nation without delay, thus aiding in the furtherance of all commercial endeavors and building of a more stable economic state."

Pinchot Mentioned for Governor of Quakers

State Senator D. Edward Long is booming Gifford Pinchot, Pennsylvania state forester, for governor. The primaries will be held in May and many of the forester's friends are trying to arouse sufficient interest in the boom to have his name on the ballot.

New Jersey Forester Resigns

State Forester Alfred Gaskill of Princeton, N. J., upon his own request, has been retired by the State Board of Conservation. Henry B. Kummel, state geologist, has been named his successor.

Box Factory Destroyed by Big Fire

The large box factory of Max C. Miller & Son at Phoenixville, Pa., was destroyed by fire January 13, entailing a loss of \$50,000. The origin of the fire is not known.

New River Lumber Company Sold

The New River Lumber Company, with offices in the Union Trust Building, Cincinnati, and mills at Norma, Tenn., has been sold to W. O. Harter & Co. of New York City. The deal, which involves several hundred thousand dollars, includes the New River Lumber Company's mill and timber properties in Tennessee. W. O. Harter & Co. is considered one of the largest exporters of hardwood lumber in the United States, and for many years has contracted for a large amount of the New River Lumber Company's output. W. H. Hopkins, secretary and treasurer of the New River Lumber Company, will be retained by the new owners, while H. C. Yeiser, president, and E. Z. Blagg will sever their connections. Messrs. Yeiser and Blagg are officers of the Globe-Wernicke Company of Norwood, O., one of the largest office furniture and filing device manufacturing concerns in the world. Mr. Yeiser would not discuss the transaction any further than saying that the New River Lumber Company has been sold to W. O. Harter & Co. W. H. Hopkins has gone to New York City to confer with the new owners.

Hardwood News Notes

MISCELLANEOUS

The style of the Abeles & Tausig Tie Corporation of St. Louis, Mo., has been changed to the Abeles & Tausig Lumber & Tie Company.

The Lumberport Lumber Company has been incorporated at Lumberport, W. Va., with a capital of \$25,000, the interested parties being Charles S. Harbert, J. L. Straight, A. C. Stackpool, A. B. Sharp and D. O. Harbert, all of that city.

The Miami Wood Specialty Company is a new incorporation at Dayton, O.

HARD MAPLE AND BIRCH DOWELS DIMENSION STOCK MOP HANDLES BROOM HANDLES SQUARES AND SPECIAL HANDLES

SEND US YOUR REQUIREMENTS AND
WE WILL QUOTE OUR
LOWEST PRICES

Northern Wood Products Co.
GLIDDEN, WISCONSIN

The Superior Oak Flooring Company has recently commenced in business at Pine Bluff, Ark.

An involuntary petition in bankruptcy has been filed by the Revere Motor Car Corporation, Logansport, Ind.

C. C. Collins & Son have incorporated at Madison, Wis.

The Higgins Lumber Company has succeeded the John C. Graham Lumber Company at Louisville, Ky.

CHICAGO

The elimination of the last obstacle to peace in Chicago's building industry, and the consequent resumption of unhampered building operations was apparently effected during the week ending February 4, when William A. Curran, president of the Chicago Building Trades Council, announced that the unions had unanimously decided to forego their demand that the non-union men hired to replace men in unions outlawed by the Citizens' Committee to Enforce the Landis Award be discharged as a condition of their acceptance of the Landis award. The unions decided to accept the award unconditionally, leaving to time and chance the disposal of the non-union men. This decision is expected to stabilize building conditions in Chicago in so far as labor is concerned, until June, 1923, as the Landis agreement covers that period. Considerable building has been going on in Chicago throughout the winter and if no further trouble develops a great building boom is expected in the spring.

Fain King of the King Mill & Lumber Co., Paducah, Ky., was in the northern territory recently calling on the trade. He visited Chicago, Milwaukee and South Bend.

Among the recent visitors to Chicago are the following: E. H. McDonald, the Grosskopf-McDonald Lumber Co., Shawano, Wis.; A. B. Leasure, the Oliver & Leasure Lumber Co., Minneapolis, Minn.; Guy F. Burruss, the Indiana Lumber & Manufacturing Co., South Bend, Ind., and Mrs. Burruss; L. A. Buck, Escanaba, Mich.; M. F. Coe of the Forster Lumber Co., Milwaukee, Wis.

George N. Lamb, secretary-manager of the American Walnut Manufacturers Association, made a trip to Kansas City, Mo., a few days ago to confer with members of the association in that territory.

The Donchian Furniture Company is a recent incorporation locally.

NEW YORK

Henri Isaacsen, 2 Rector street, representing in this territory the Yellow Poplar Lumber Company and the White Oak Lumber Company, has been south for the past two weeks looking over the mills in which he is inter-

Specialists on Veneer Dryers

We have specialized on drying machinery for nearly forty years.

The value of this long experience in one line of work is evidenced by the wonderful results obtained by the "Proctor" Automatic Veneer Dryer.

This machine is drying veneer perfectly in many of the largest and best known plants. Its principle of construction meets every requirement for highest quality results—uniformly dried, flat, pliable veneer, at all times.

Users of "Proctor" Dryers can always count on performance notably free from trouble; lowest cost of operation and upkeep; output up to, or well above, the guaranteed capacity—all the result of our unequalled experience in building dryers.



Send for Catalogue No. 57. It explains the "Proctor" Dryer and gives the experiences of well-known users.

PROCTOR & SCHWARTZ, Inc.
Formerly the Phila. Textile Mach'y Co.
PHILADELPHIA, PA.

ested. Mr. Isaacsen is a large distributor here of poplar, white oak and all hardwoods.

Col. H. B. Curtin and wife of Clarksburg, W. Va., sailed recently from this city for Nassau on a pleasure trip. Col. Curtin is owner of the Pardee-Curtin Lumber Company of West Virginia.

Alex Chatin, New York manager of the Overseas Lumber Company, 18 Broadway, is on a business trip to New Orleans, where he is organizing his export trade in that city. Mr. Chatin will visit Nashville and Cincinnati on his way home.

Ralph A. Brown became associated with the John A. Daley Lumber Company, 1133 Broadway, on February 1 as manager of their hardwood lumber and flooring department. Mr. Brown started in the white pine business at Buffalo, N. Y., twenty years ago. He has since been associated with hardwood mills in Canada and in the South. For the past five years Mr. Brown has been conducting a wholesale hardwood business in this city.

BUFFALO

Orson E. Yeager has been appointed by Mayor Schwab as a member of the city hospital commission to fill a vacancy and the appointment has been confirmed by the city council. A shake-up has taken place in the board, owing to charges brought by the mayor.

Thomas H. Wall, vice president of the Buffalo Hardwood Lumber Co., has returned to business after an operation which laid him up at home for about three weeks.

A new folder has just been issued by G. Elias & Bro. showing a large view of their plant, together with smaller views of departments. Something is told of the history of the concern, as follows:

"In 1881 we started with desk room at No. 12 Exchange street; we outgrew this in a very short time, when a larger office was opened at No. 22 West Swan street, where telephone, stenographers, typewriters, and all modern office appliances were installed. Later, having outgrown these quarters, we established more commodious offices at Nos. 78 and 80 Exchange street, with pine yard at Michigan and Ganson streets. In 1888 we were able to lease for five years the whole block, bounded by Michigan, Exchange, Chicago and Carroll streets, for use as a hardwood yard. This yard was continued until 1893. During the term of this lease we purchased the property at Elk, Maurice, Orlando, Babcock and Prenatt streets and Buffalo River and moved on the same in 1893."

The lumber mill of Goo & Hopkins, Delevan, N. Y., has been sold to O. M. Pierce, of Olean, N. Y., who is planning to enlarge the buildings and make a number of other improvements. The business will be managed by G. B. Cudworth & Sons.

Numerous teams bringing in logs to the manufacturing plants of Salamanca, N. Y., during the good sleighing of the present winter, are reminiscent of the days when timber was plentiful in that section. About 60,000 feet of logs have lately arrived, most of the timber being for the Fitzpatrick & Weller last block factory and some for the Salamanca Panel Co.'s plant.

Willis K. Jackson, president of Jackson & Tindle, sails on the steamer "Empress of France," from New York on February 11, for a three months' Mediterranean trip.

PHILADELPHIA

The mill of the Boyertown Planing Mill Company, of which Abel P. Griffith is secretary and general manager, has been destroyed by fire. The loss is estimated at \$50,000. Several hundred thousand feet of lumber was destroyed.

Hugh McIlvain, hardwood dealer, has opened offices at 1420 Chestnut street. He formerly was a partner with his brother in J. Gibson McIlvain & Company.

Application is made to the state for incorporation of the Anderson Woodworking Company, millwork. Those who are incorporating the firm are, Frank G. Anderson, Burnt A. Rosander and Allen Yost.

The J. B. Van Sciver Company, large furniture manufacturers, announce that business is almost on a normal plane.

BALTIMORE

M. L. Himmel & Son, office furniture manufacturers at Baltimore, who last summer purchased the old Lipps Candy Company factory on Calverton road, are gradually moving their stock and equipment to the new location. Improvements estimated to cost \$35,000 are being made preparatory to complete removal. The firm will have offices and salesrooms at Fayette and Hanover streets, in the Albert building.

G. L. Wood, vice-president and manager of the R. E. Wood Lumber Company, hardwood distributors and manufacturers, with offices in the Continental building, is back from a trip to the company's sawmill at Fontana, N. C., where he went to confer with the superintendent as to operations. The plant is running, but has not yet attained capacity production. George B. Jobson, the new sales manager of the company, has been making get-acquainted trips to Virginia, North Carolina, South Carolina, Northern Georgia and even to Eastern Tennessee, calling on mills with

(Continued on page 51)



Photograph From Architect's Drawing of World's Largest Furniture Exhibition Building. It Will Be Erected in Chicago and Will Be Sixteen Stories High and Have Over 1,500,000 Square Feet of Floor Space

Chicago to Have Greatest Furniture Mart

The announcement on February 4 that the largest furniture exhibition building in the world will be erected in Chicago, challenges Grand Rapids' position as the world's greatest furniture market. This building will be called "The American Furniture Mart," and will be erected by the American Furniture Mart Building Corporation, 20 West Jackson boulevard, Chicago, at an expense of some \$6,000,000. The furniture mart will be located in the center of the new business and hotel district just out of the Loop, seven blocks north of Madison street, on the block bounded by Erie and Huron street and McClurg Court. The building will be 218 feet wide, 415 feet long and 16 stories high. It will have over 1,500,000 square feet of floor space, one and one-quarter miles of marble corridors and 600 units of exhibition space. It is estimated that the floor space will be about equal to all the combined floor space in all the other furniture exhibition buildings in Chicago.

It will be a steel structure with concrete floors, terra cotta and face brick exterior and finished within according to best modern building practice. Ceiling and walls will be plastered and decorated. Indirect lighting will be used throughout and a concealed sprinkler system will be installed for fire safety.

Entry will be on Erie street through a spacious lobby where registration clerks will be stationed. To the right will be the general offices. A marble floored corridor will run lengthwise of each

floor and exhibition spaces will be 100 feet deep, fronting on the corridors. Fireproof partitions will separate exhibits and the aisle exposures will be typical plate glass store fronts with locked doors, individual features of the American Furniture Mart.

Four high speed passenger and two freight elevators will be located at the center of the building and will be adequate to handle the crowds of the market season. Ample toilet facilities will be located near the elevators on each floor.

Samples will be uncanted in the basement and transferred by electric trucks direct to exhibitors' spaces without rehandling at elevators.

The building will be first class in every detail and such a program is incompatible with low first cost. Those behind the project have not intended merely to add to the total of Chicago's exhibition space. Their purpose is to make the American Furniture Mart the center of every activity in the furniture industry and as such it must be carried through on a generous scale.

The promoters of the project intend to make it the logical home of the National associations of furniture manufacturers and retailers. It will be the one point where buyers and salesmen will congregate daily.

This idea of broader service has crystallized in what will be

(Continued on page 43)

Walnut First to Overcome Depression

The manufacturers of American walnut lumber and veneers have fared more happily during this period of depression than have perhaps any other group of the lumber industry. The walnut manufacturers were the last to feel the slump and the first to recover, George N. Lamb, secretary-manager of the American Walnut Manufacturers Association, reported at the annual meeting of that association at the Chicago headquarters on January 19. Mr. Lamb predicted that demand would be such by February 1 as to permit the mills to reach a production 90 per cent of normal.

During the year just past the use of walnut expanded in more than one field of demand, Mr. Lamb reported. As backgrounds for their show windows, walnut was used by the leading retail merchants of the country almost to the exclusion of other woods. There was also a big increase in the use of walnut in store fixtures and interior trim. The outstanding development in the office furniture industry during the year was the big increase in the use of walnut. This increased employment of walnut by the office furniture people was accompanied by a striking improvement in design, Mr. Lamb was delighted to report. The manufacturers of higher class office furniture got away from the plain, characterless designs that have heretofore been the rule in office furniture and introduced period motifs. During the year handsome designs were created in Doric, Italian Renaissance, Colonial Georgian, Colonial Sheraton, plain Sheraton and other periods.

There was also considerable increase in the use of walnut in living room furniture, Mr. Lamb said, attributing a large part of this increase to walnut's chronological fitness to expression of the most popular period of the year, namely, Italian Renaissance. Mr. Lamb said that there had been a similar increase in walnut in dining room and bedroom furniture, estimating that 75 to 85 per cent of the suites sold on the January market were in walnut.

Mr. Lamb called attention to the fact that two-tone effects were extensively used in walnut furniture and walnut furniture also ran

particularly to highly figured woods. A great deal of burl was also used in decorative medallions.

The walnut manufacturers decided to continue their extensive publicity work.

One of the most important accomplishments of the annual meeting was the organization of a traffic bureau and the formulation of a program having for its purpose the elimination of rate and other traffic abuses from which the walnut shippers have long suffered. There is no other group of lumber shippers so vulnerable to transportation injustices as the walnut manufacturers, as their product, both in the raw material and finished state, must be shipped relatively longer hauls than any other wood. The average interior haul of walnut logs is much greater even than mahogany. The mills must gather their logs from many widely scattered places and transportation charges are a large item in the business.

The Traffic Bureau is made up of several of the traffic managers of members of the association. Alfred A. Wild, industrial traffic manager for the Penrod Walnut & Veneer Co. and the Frank Purcell Walnut Lumber Co., was appointed chairman. J. E. Hutton, traffic manager for the Pickrel Walnut Co., was made secretary. Other members are O. W. Strandell, traffic manager for the Des Moines Sawmill Company; Charles Forster, traffic manager for the Kosse, Shoe & Schleyer Co., and V. A. Pence, traffic manager for Geo. W. Hartzell.

Mr. Lamb reported that the export demand for walnut had improved greatly during the last three months of 1921.

A resolution was adopted commending the American Homes Bureau movement.

The following officers were elected for the ensuing year: Max Kosse of the Kosse, Shoe & Schleyer Co., Cincinnati, president; W. H. Day, the Wood-Mosaic Co., Louisville, vice-president; H. B. Sale, Hoffman Bros. Co., Fort Wayne, Ind., treasurer.

Mr. Lamb was re-elected secretary-manager.

Evansville News Notes

George O. Worland, manager of the Evansville Veneer Company at Evansville, Ind., has returned from a business trip to Indianapolis and Chicago. Mr. Worland is looking for a big improvement in the veneer trade in the early spring.

Benjamin Bosse, mayor of Evansville, Ind., president of the Globe-Bosse-World Furniture Company, also associated with many more of the largest wood consuming plants of that city, has returned from a business trip to St. Louis. Mayor Bosse says that in his opinion the furniture manufacturers of the United States will not again enjoy a normal business until there has been a re-adjustment of the freight rates.

Oscar A. Klamer, head of four of the largest furniture factories in Evansville, Ind., has returned from a business trip to New York and points of interest in the east.

Charles Frisse, secretary of the Globe-Bosse-World Furniture Company at Evansville, Ind., has recovered from his recent illness.

George E. Reichmann, manager of the Evansville Furniture Company at Evansville, Ind., has been appointed a member of the sinking fund commission in the city of Evansville.

Wisconsin News Notes

The J. F. Dietz & Company, desk manufacturers has received an export order, which will keep the company's plant operating full time for at least two months.

The J. Dornette Company, desk manufacturers is remodeling its plant and re-setting the machinery. The improvement, however, is not interfering with the operations of the plant.

Frank Allen of Embarrass, Wis., has disposed of his sawmill and box factory to Ewalt Schmidt of Clintonville, Wis., who took possession January 1. The new owner contemplates improvements to the box department to provide larger capacity for making cheese packages, berry crates, etc.

The Lomira, (Wis.) Furniture Manufacturing Company has increased its authorized capitalization from \$50,000 to \$100,000 to finance the development of its production and business. Albert Steer is president, and Ed. L. Frededich, secretary.

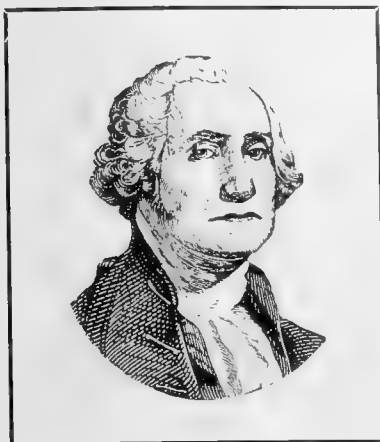
The Builders Veneer and Woodwork Company of Rio Creek, Wis., has increased its capital stock from \$35,000 to \$50,000.

The United Furniture Company is the name of a new Milwaukee corporation organized with 30,000 capital stock by Joseph G. Daveman, Alvin W. Goodman and Rudolph J. Klemperer, 618 Grand Avenue, to manufacture, repair and deal in furniture.

Charles Eiff Is Promoted

The Milwaukee Chair Company, 3022 Center Street, Milwaukee, has recently announced the promotion of Charles Eiff to the position of vice-president. Mr. Eiff will be directly in charge of production and purchases.

The Syracuse (Ind.) Cabinet Company, now has a force of 25 men working. The company recently erected an addition to the plant, consisting of a new office, a new factory room and dry kiln. The improvements amounted to about \$4,000.



**"First in War, First in Peace
And First in the Hearts of His Countrymen"**

GEORGE WASHINGTON was rather particular in whatever concerned his personal use and convenience. He despised shoddy. Whatever he did have was the best, and nothing but the best.

His famous writing cabinet, like that of Napoleon, Jefferson, Webster, John Hancock and the noted worthies of the past—was built of plywood-veneer.

And more than that: his desk still stands as staunch, as true and as "four-square" as in the old days of the Revolution.

All plywood in our plant, after taken from hydraulic press, is placed in a large room equipped with vacuum fans, and the process of drying is begun. After 24 to 48 hours, stock is taken from presses, put on sticks of uniform width and thickness, each

stick placed one directly above another, the entire package is put in an improved vacuum kiln, under heavy pressure to hold the stock flat and straight while drying and then dried to a moisture content not exceeding 5%.

Recent research has proven that the best and finest furniture construction of the Master Craftsmen of every period has been built on the plywood and veneer principle. And it is so today.

Here at New Albany is the largest and best equipped plywood-veneering plant in the world: our plant.

NEW ALBANY VENEERING CO.

**E. V. Knight
Plywood Sales Co.**



On the Back of Your
Veneered Tops and Panels
Means Guaranteed Quality

**Sales Agents
New Albany, Ind.**



This Picture Gives a View of the Smoking Room of the "Nourmahal," Vincent Aster's New Yacht, the Finest Pleasure Craft Afloat. The Handsome Paneling That Distinguishes the Room Is American Walnut

Better Packages with Less Timber

Incidentally the veneer industry is bringing about a sort of evolution in timber conservation in connection with fruit packing and crate making generally. It is going on quietly and it is only now and then that somebody awakens to the fact that it is significant and important.

Some time ago a writer in *American Forestry* pointed to the fact that wooden boxes absorb about 15 per cent of our total lumber cut, and raise an interesting question of future supply of material for box making. He went on to show that in Florida alone the citrus fruit growers require more than 12 million boxes a year and that it is probable that by 1930 the Florida citrus fruit growers alone will require 40 million boxes or something like 220 million feet of lumber a year. This same state requires 13 million boxes a year for truck growers. He might also have added that this year the peach growers of Georgia shipped more than 10,000 cars of peaches and all these had to be put up in packages.

Part of the answer to the problem this writer raises is to be found in that very Florida fruit section which he calls attention to. It is found in the fact that much of the material for the citrus fruit boxes of Florida are made on rotary veneer cutting machines which make for economy and better utility. It means making the same amount of timber produce more packages than would be practical if it were cut into lumber.

There is a significant trend toward wooden packages made of rotary veneer material which manifests itself in various ways.

At the annual cooperage convention at St. Louis last spring the slack cooperage division manifested much concern over the fact that other packages were crowding the barrel out of the apple trade. A fruit grower who publishes a farm paper said that basket manufacturers had made a study of their requirements and have been capturing quite a lot of business in apple shipping in bushel baskets. Here we have one of those significant instances where the rotary veneer machine is playing an important part. The material for the baskets is cut on veneer machines producing a thin product with no kerf loss thus effecting a saving in the process of manufacture. And since the package itself is lighter and contains less wood it means an important step in progress toward conserving our timber by making less timber serve a larger purpose.

We get something of the same thing in wire bound boxes, three ply panel boxes used for many kinds of shipping, peach baskets and many other baskets that are products of the rotary veneer machine. And many of the crates and hampers used by truck growers are now made of veneer whereas in the earlier days they were made of heavier slats of wood.

We more commonly think of the veneer machine as effecting economy and making a wider spread with our fancy face woods, but eventually we will probably come to realize that it is to play an equally important part in the future in the light of economy and conservation of the cheaper and plainer woods being converted to wooden package uses.



IN 1890 C. L. Willey founded at Chicago what soon grew to be the largest veneer manufacturing establishment in the world. The company was launched on the platform of unvarying quality, a policy from which it has never deviated. Due to the death of C. L. Willey, five years ago, and the subsequent death of his son, Charles B. Willey, the present organization was effected last spring for the purpose of sustaining the business on its plane of acknowledged supremacy, and keeping intact Mr. Willey's traditions of sound, clean business practice. The fame of C. L. Willey as the largest manufacturer of fine veneers in the world finds expression to-day in the institution he founded and will permanently endure through the active administration of that institution under the Willey name.

The extensive and perfectly balanced battery of highly efficient veneer-cutting and drying equipment will function as always. The warehouses will continue to exhibit that scrupulous orderliness

and cleanliness which have always made Willey veneers notable for their bright and undamaged appearance. The exceptional facilities for handling and caring for orders that so greatly contributed to the Willey prestige will be maintained and extended. The extensive log organization, which became famous under Mr. Willey's tutelage, will continue.

The C. L. Willey Company is a going concern, financially sound, with a thoroughly organized sales force and experienced artisans trained in its factory, and will continue to turn out an exceptional quality product in hardwood veneers and lumber from walnut, mahogany, circassian, quartered oak, English oak, poplar, satinwood, vermillion, teak, rosewood and other foreign and domestic species.

The plant is located at 2558 S. Robey Street Chicago, and is splendidly served by the C. B. & Q. railroad and in addition by its own slip on the south fork of the Chicago river, an ideal combination for both rail and water transportation.

THE C. L. WILLEY COMPANY CHICAGO

Branch Offices:
Grand Rapids - Jamestown - New York

PERKINS VEGETABLE GLUE



The Picture Shows the Present Home of

PERKINS

TRADE MARK **183** (Reg. U. S. Pat. Off.)

Our progress has been made possible because the majority of the glue using trade was alive to the opportunity of PERKINS QUALITY and PERKINS SERVICE.

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and Gen. Offices: LANSDALE, PA.

Sales Office: SOUTH BEND, INDIANA

Statement Regarding C. L. Willey Company

The following official statement is published by Hardwood Record in compliment to the memory of the late Cameron L. Willey, of Chicago, who, through exhaustive knowledge of his business and unbending adherence to clean business practice, attained the foremost rank in both quantity and quality production of foreign and domestic wood veneers. The letter comes from A. N. Cordell, president and treasurer of the C. L. Willey Company, and traces steps effected up to the present time for the purpose of perpetuating the name of Willey in the veneer industry:

For the purpose of going on record in the matter of facts pertaining to this company, we are addressing you the following statement regarding the C. L. Willey Company and plans for the aggressive carrying on of this business along lines which will perpetuate the policies of quality manufacturer and ethical dealings which have always characterized the organization.

While we realize this statement at current date is not strictly news, it is our belief that both the producing and buying trades will be interested in securing the facts regarding the C. L. Willey Company because of the important position its name has always held in the industry. This statement has not been issued before because there were several points which were not until now ready for publication. May we express our appreciation of such space as you can give us?

Personnel of the Company.

The present personnel of the C. L. Willey Company consists of A. N. Cordell, a close personal friend of Charles B. Willey, son of C. L. Willey, and a former official of the First National Bank of Chicago, president and treasurer; H. B. McClain, who has been associated with the company for many years, vice president and production manager, and Mrs. Charles B. Willey, chairman of the board of directors.

Thus the Willey name will continue in active association in the business. Mrs. Charles B. Willey, for some time before the death of her husband, was in close touch with the business and after his death became actively interested. She is a woman of remarkable business acumen and her presence in this official capacity is further assurance that the quality policy of the company will be carried on.

We wish to emphasize that this reorganization was effected on

the soundest possible line, the company facing the future in splendid condition both as to organization and finances.

Scrupulous attention will be devoted to carrying on the business in conformity to the practices of its founder, who with two generations of lumbermen behind him and an intensive personal experience, founded this business at Chicago in 1890. C. L. Willey's attention was first directed to the possibilities of the veneer industry through his activities with cherry and walnut in his former location in Pennsylvania. It is recorded that in 1882 he filled furniture orders for some 8,000,000 feet of cherry, which contract aroused his interest in the veneering field.

Judged Veneer Logs Unerringly.

The establishment of the Chicago business thirty-two years ago, was followed by rapid development in the purchase of foreign and domestic cabinet woods and their conversion into the highest type of finished product, the plant ultimately attaining a veneer cutting capacity of 100,000,000 feet annually with veneer drying equipment for 200,000 feet daily. Mr. Willey very soon came to be recognized as a man of almost magic judgment of logs and how to best cut them.

Mr. Willey's greatest achievement was the building up of an organization, which is substantially intact, for the selection of logs and veneer cutting. So thoroughly were they schooled in his methods that Willey veneers today retain the same high standard of quality.

C. L. Willey died November 28, 1916, the business being incorporated in April, 1917, at which time Charles B. Willey, his son, became president. C. B. Willey continued in that capacity until his death in November, 1920, being succeeded by Clarence Ingalls, who served until March of 1921.

We will very much appreciate such space as you can give to the above announcement.

(Signed) C. L. WILLEY COMPANY,
A. N. Cordell, President.

Midland Buys Factory Building

The Midland Furniture Company at Evansville, Ind., a few days ago announced that they had closed a deal for the purchase of the building where the factory is located, the consideration being \$15,000. The company had had an option on the building for quite a while.



Est. 1867
Inc. 1904

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1/20" Red Oak (log run)	1 car
1/16" Red Oak (log run)	1/2 car
1/20" White Oak (log run)	1/2 car
1/16" White Oak (log run)	1/2 car
1/28" Walnut (half round)	1 car
1/28" Poplar cross banding	25M
1/8" Poplar (log run)	5 cars
1/8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

**Rotary Cut
Northern
Veneers**

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperaage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

Wood-Mosaic Now a Kentucky Corporation

The Wood-Mosaic Company, of New Albany, Ind., and Louisville, Ky., has changed its charter from New York to Kentucky, where it is now chartered with a capital of \$1,000,000 and a liability limit of \$1,500,000, there being 10,000 shares of stock divided 5,500 common and 4,500 preferred. Seventeen Louisville citizens and fourteen of New Albany are among the stockholders, of which there are forty-nine, scattered in Kentucky, Indiana, New York and Pennsylvania. Percy N. Johnson, of the Chemical National Bank, of New York, formerly a director of the company, is still a stockholder, but his place on the board has been taken by J. J. Egan of the veneer department of the Louisville and New Albany plants.

Louisville citizens listed as incorporators are: W. A. MacLean, Minnie Frazee, H. H. Barclay, Edith MacLean Barclay, Matilda J. Frazee, Charles Stewart MacLean, J. J. Egan, John Marshall, Earl S. Gwin, T. Morris Millett, Mrs. Martha Gwin, Janet E. MacLean, Martha Frazee, Thomas E. Turner, James Garnett, Lillie V. Turner and Arthur Wrege.

From New Albany are: Nell W. Day, M. Rogers, Mary E. Clark, C. A. Fossett, O. C. Barth, H. E. Jewett, W. B. Gorman, C. F. Anderson, H. R. Pickens, J. F. Yost, W. H. Day, C. Leslie Emery, Agnes B. Day and Francis R. Stager.

New Mahogany Corporation in New Orleans

Announcement comes from New Orleans of the organization in that city of the International Mahogany and Trading Corporation, producers of mahogany logs, lumber and veneers, with mills and offices in New Orleans. The company has extensive holdings and ownership of lands and concessions in Mexico and Central America and the incorporators and officials have had a broad experience in the manufacture and marketing of mahogany lumber and veneers. The offices are in the Whitney-Central building. The officers are as follows: W. G. Blair, president; John T. Howard, vice-president and treasurer; Jay P. Felt, secretary; Henry Auchu, director and C. W. Guirl, manager.

Automatic sprinklers in the plant of the Kentucky Veneer Mills, Louisville, Ky., on Jan. 28, held a blaze down while the department arrived, the total damage to the plant being less than \$300. The fire started in a wooden shaft box, from an overheated bearing.

Allen Heads Mengel Company

Announcement was made on January 4 of changes in the official family of the Mengel Company, Louisville, Ky., whereby Arthur D. Allen succeeds C. C. Mengel as president of the company, while Mr. Mengel becomes chairman of the board of directors. Mr. Allen has been first vice-president for about five years, and became executive vice-president a year ago. H. P. Roberts, secretary for thirty-four years, has resigned in order to retire, and Claude C. Harris, who has been in charge of the import and export divisions, becomes secretary. Col. Mengel, in discussing the election of Mr. Allen, said that promotion came "because he has made good and shown himself to be competent to manage the business." The Mengel Company started business as the Mengel Box Company in July, 1899, being chartered with a capital of \$1,000,000 under the laws of New Jersey. The business has grown until it is ten times or more its former proportions. Col. Mengel reports the outlook for 1922 as much brighter than last year's outlook, as England is buying hardwoods freely, and France is starting to buy.

John W. Boehne, Sr., well known furniture manufacturer of Evansville, Ind., has been reappointed as a member of the federal reserve board at St. Louis, which position he has held for a number of years.

"CASCO"
"better product."



**For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL**

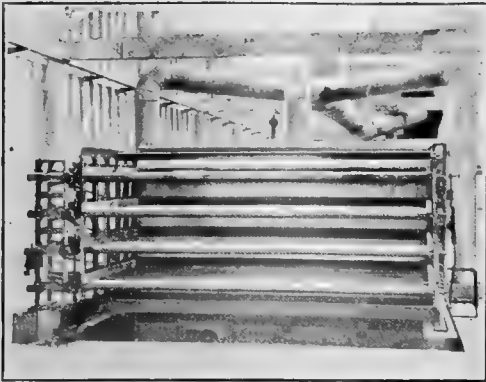
"CASCO" uniformity is assured because
we manufacture our own casein

THE CASEIN MANUFACTURING CO.

*Largest and Longest-Established Manufacturers
of Casein Products in America*

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Write for "CASCO" Red Book -
a manual on Veneers, Panel-
Making and Glue.
Samples of "CASCO" on request.



THIS illustration shows a view of the feed End of a Coe Dryer, 100 feet long, in the new plant of the Elliott Bay Mill Company at Seattle, Washington. It dries Fir Veneer of various thicknesses. It is a well-known fact on the West Coast that

The COE DRYERS

dry this wood much faster and better than it can be done by any other method. Coe Lathes, Clippers and Knife Grinders are used in this plant.

*This Dryer is noted for: Its satisfactory service;
its labor saving; the high quality of its product.*

THE COE MANUFACTURING COMPANY

We build all the machinery for a Veneer Plant

PAINESVILLE, OHIO, U. S. A.

(Continued from page 35)

the Mart's greatest innovation—the Furniture Club, for the comfort and convenience of buyers and salesmen. It will occupy one-half of the top floor and will have a 60x80 foot lounge, library, smoking room, check room, billiard and card rooms, cafe, cafeteria, private dining and consultation rooms, and wash rooms with showers, every convenience offered by a first class club with the single exception of sleeping quarters.

Members may come direct to the club on arrival in town, check their luggage, wash, breakfast and be ready for the day's work. The club will be open every day of the year, except Sundays and holidays and first class meals will be served. Cafe and cafeteria thrown together will seat 1,000 and the kitchen will be adequate to handle banquets of this size.

There will be three convention halls, one seating 900 people and two seating 300 each. The three may be thrown together, giving a maximum capacity of 1,600.

In offering the American Furniture Mart to the industry the owners are well aware that its success depends largely upon the character of management. Practices inimical to a wholesale market must be eliminated. The excellence of the building and its appointments is of less importance than the standard of business ethics laid down, as essential to continued occupancy. Firms permitted to exhibit will be only those whose selling methods are unquestioned.

Chicago Leads in Production

While not a factor in drawing buyers, yet, Chicago's leading position as a furniture manufacturing center makes it a most logical and convenient point for the national market. In 1920 Chicago produced furniture to the value of \$73,000,000, exclusive of piano and talking machine cases and its nearest competitor produced a total of only \$32,000,000. Chicago is so big and its industries so diverse that the furniture industry is but one of many, notwithstanding a total of over 350 furniture manufacturing establishments employing over 15,000 workers. In a smaller city it would become an outstanding feature.

Architect Henry Raeder, of Chicago, has drawn the plans for the building and Wells Bros. Construction Company, also of Chicago, will put up the building. The building when placed in operation will be managed by William H. Wilson, who is known in furniture circles throughout the country. The information which Mr. Wilson derived after three years' study of the marketing needs of the furniture industry has played a large part in crystallizing the project into its present form.

Determination of character, size, location and manner of operation was based upon the opinion of leading furniture manufacturers whose advice was sought individually and through their associations and to furniture buyers who, individually and through their state and national organizations, endorsed the plan.

Actual construction only awaits the formal reservation by manufacturers of sufficient exhibit space to warrant an investment by capitalists of six million dollars.

Geo. L. Waetjen & Co.

Plywood and Veneer

IN STOCK FOR IMMEDIATE SHIPMENT

BIRCH RED BIRCH
RED OAK WHITE OAK
YELLOW PINE
CYPRESS
QTD. SAWN WHITE OAK
QTD. SAWN RED OAK
MAHOGANY
QTD. FIG. RED GUM
SAP GUM
RED GUM
RED OAK 1/s, BIRCH 1/s
RED OAK 1/s, YEL. PINE 1/s
RED OAK 1/s, CYPRESS 1/s
WHITE OAK 1/s, BIRCH 1/s
YEL. PINE 1/s, BIRCH 1/s
FIR DOOR PANELS
FIR DRAWER BOTTOMS

for
**Wainscoting
One and Two
Panel Doors
and
Cabinet Work**

If It's
VENEERED
We Make It

also

A Complete Stock of Veneer

ARE YOU RECEIVING OUR LISTS?

110-120 REED STREET
MILWAUKEE WISCONSIN

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

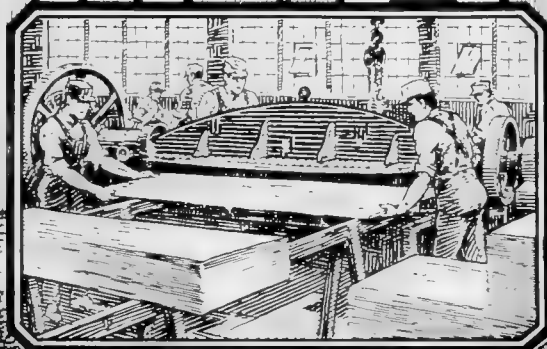
SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

CHICAGO FOR

VEENEERS PANELS



There isn't a thing in plain or fancy veneers, there isn't a type of plywood

The Dean-Spicker Co.

DOES accurate work in a modern plant in which the veneer stock is carefully protected.

EMPLOYS only the best workmen and has

A REMARKABLY low overhead, thus producing economically.

NOTE our location—Chicago—the center of the middle west consuming market. Shipments made quickly in carload or L. C. L.

We Respectfully Solicit Your Patronage in

**Walnut Oak Mahogany
Lumber or Veneers**

22nd St. and S. Crawford Ave.
CHICAGO

Poplar and Gum Veneer of Quality

You will get somewhere if you use good veneer to start with.

We can make prompt shipment

MOUND CITY VENEER MILLS

Sales Office: 717 Monadnock Block, Chicago, Illinois

Mill: Mound City, Illinois

THE VENEER LUMBER AND PLYWOOD CO.

HIGH GRADE

MAHOGANY
WALNUT
QUARTERED OAK } VENEER
PLAIN OAK

MAHOGANY
WALNUT } LUMBER

VENEERED PANELS "A" GRADE

ANY WOOD—ANY SIZE

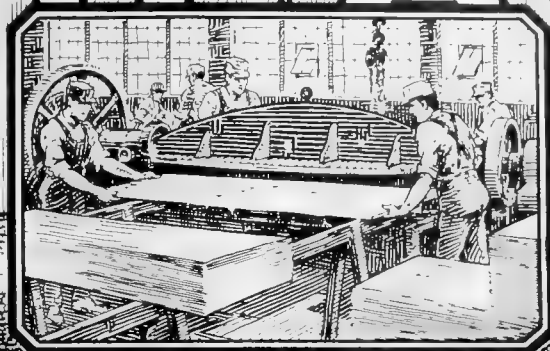
Office and Warehouse: 401-419 N. Hoyne Ave.

PHONE WEST 6710

CHICAGO

FOR

VENEERS PANELS



that you can't buy and buy right from these responsible Chicago firms

Plywood Veneered Panels Rotary Veneers

25 Cars all woods, many special sizes, in CHICAGO WAREHOUSE for immediate shipment. Get our stock list. We have the panels.

MILL SHIPMENTS in straight cars, pool cars, and LCL shipments.

Let Us Know Your Requirements

R. C. Clark Veneer Co.
1650 Besley Court

"QUICK SHIPPERS"

Veneer Manufacturers Company

IMPORTERS MANUFACTURERS

Our Carefully Selected Line of
Rotary Cut, Sliced and Sawn Figured and Plain
VENEER

As well as the Wonderful Assortment of
PLYWOOD PANELS

Invites Your Attention

THE FINEST STOCK ON THE MARKET TODAY

At Fair Prices and Fair Terms

Watch for THE VENEER PRICE-STOCK LIST

1036 West 37th Street

Chicago

The Ingalls - Spicker - Ransom Company

Manufacturers of

Walnut, Oak, Mahogany and other cabinet woods in lumber and veneer.

Years of Practical Experience

Our organization is composed entirely of men of national reputation in this industry.

Complete Stock in Warehouse

We now offer at Chicago a full line of high class walnut, mahogany and oak veneers.

Walnut Butts a Specialty

Main Office, Veneer and Saw Mills: Nashville, Tenn.

Sales Office and Warehouse

3622-3628 So. Morgan St.

Chicago

PHONE: BOULEVARD 0830

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."



"The Cabinet-wood of the Ages"

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."

SALES AMMUNITION:

Our "All-America" campaign for American Walnut *Trade Extension* through advertising is furnishing alert manufacturers and dealers with innumerable selling arguments. The *Walnut facts* alone are what clinch the sales. The best public is "all for American Walnut."

In all of our advertising, including the beautiful series of four-color illustrations in the leading magazines, we are continually driving home the long list of American Walnut's simple and enduring virtues—rich *natural* color, supreme stability and strength, easy working properties, and *unfading* beauty. No stain is needed to produce the royal elegance of warm browns so coveted by the best trade.

One of the chief causes of the steadily rising demand for American Walnut furniture and interior trim is its faculty for *growing in beauty with the passing of the years*.

"The Cabinet-wood of the Ages" is a true phrase.

Our Walnut Brochure, de luxe, is filled with ideas and suggestions of interest and value to the trade. A request will bring it, with our compliments.

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION

ROOM 1024

616 SOUTH MICHIGAN BOULEVARD

CHICAGO, U. S. A.



PURCELL

Are You Interested in the
Following Exceptional Values
in High Grade Walnut?

1s & 2s, all 6' & 7' long. . . .

..... 4 1/4, 5 1/4 & 6 1/4

1s & 2s, all 8' & 9' long. . . .

..... 4 1/4, 5 1/4, 6 1/4 & 8 1/4

Selects. . . . 4 1/4, 5 1/4, 6 1/4, 8 1/4

No. 1 Com. . . . 3 1/8, 1 1/2, 5/8,

3/4, 4/4, 5/4, 6 1/4 & 8 1/4

No. 2 Common.

..... 4/4, 5 1/4, 6 1/4 & 8 1/4

ALL STEAMED AND 10
MONTHS ON STICKS

FRANK PURCELL
WALNUT LUMBER CO.

*A Ranking Name in Walnut
for Many Years*

Mills and
Offices
Kansas
City,
Kansas

WALNUT

Receiver Appointed for the Astoria Mahogany Company, Inc.

Negotiations have been going on for some time looking toward a reorganization of the Astoria Mahogany Company, Inc., a New York corporation having its executive offices and manufacturing plant at Astoria, Long Island, under a plan of reorganization which will place the company on a sound financial basis and provide new working capital.

In order to enable a continuance of the company's operations and also to conserve the assets of the company pending such reorganization, friendly receivership proceedings have been brought in equity. Douglas H. Allen, who has been appointed with Edward W. McMahon, a member of the law firm of Graham, McMahon, Buell & Knox, with offices at Manhattan, as one of the receivers by Judge Garvin of the United States District Court for the Eastern District of New York, is familiar with the operations of the company, having acted for the past six months as representative of the principal creditors in connection with the company's affairs.

The receivers have been authorized by the Court to carry on the business as heretofore, and arrangements have already been made with the principal creditors for financing the raw material requirements of the company during the term of the receivership. As a going concern, the assets of the company, having a book value of approximately four and a half million dollars, exceed its liabilities by a substantial amount, and the proposed plan of reorganization contemplates payment of all trade creditors in full upon discharge of the company from receivership.

The appointment of receivers for the Astoria Mahogany Company will not affect the company's tropical subsidiaries, the Nicaragua Mahogany Company and the Compania Mexicana de Caoba y Cedro.

QUALITY

Have you determined how far you should consider
"Quality" when you purchase walnut? Try our stock.

PICKREL WALNUT COMPANY
St. Louis, Missouri

UNDERWOOD QUALITY

veneers

PROMPT DELIVERIES
ATTRACTIVE PRICES

panels

We Manufacture

**BIRCH, ASH, ELM, BASSWOOD and OAK
VENEERS**

also

THREE AND FIVE PLY BIRCH, ASH, PLAIN OAK
BASSWOOD, QUARTERED SAWED OAK, WALNUT,
QUARTERED FIGURED GUM AND MAHOGANY

We carry a large stock of *THREE AND FIVE PLY
PANELS* on hand at all times—Write for list of sizes.

Underwood Veneer Company

WAUSAU, WISCONSIN

New York Auction of Mahogany Logs of Doubtful Success

In England it is a trade custom among wholesalers to dispose of logs and lumber at auction sales held at regular intervals throughout the year. In America such auctions are of rare occurrence; the younger members in the trade over here do not recall instances in which other than a few small distressed sales were made due to circumstances out of the ordinary. A few of the older mahogany dealers in New York state that about fifteen years ago public auctions were resorted to as a means of disposing of mahogany logs in the storage yards there, but the sales were all failures and the practice was discontinued. This method of selling logs in New York is not popular among mahogany dealers, who claim that the prices obtained at such sales are not a criterion of values and that it is a ruinous process of realization.

Busk & Daniels, Produce Exchange building, New York, while fully aware of the trade prejudices against such sales, recently decided to offer at public auction six small parcels of British Honduras mahogany logs. They declared that the sale was to be merely an experiment.

This sale, which formed one of the chief matters of interest in the mahogany trade during the past month, was held on January 24 at Constantine & Co.'s yard, 220 Lewis street, New York. In all six lots were catalogued and sold; three lots of round logs of the usual attractive sizes and quality aggregating some 10,000 feet and three lots of hewn square logs of the same origin and quality amounting to about 30,000 feet were disposed of in about 20 minutes. The attendance was rather small and the bidding, even under the incentive of no reserve conditions, was dull and spiritless at the start. The auctioneer was expeditious, however, and did not allow the sale to become labored.

The prices for the round logs varied from $5\frac{1}{2}$ to $7\frac{1}{4}$ cents per foot, Scribner-Doyle rule, and for the square logs $5\frac{3}{4}$ to $7\frac{3}{4}$ cents based on contents-for-sale measurement, but these prices by no stretch of the imagination can be said to be the market values in New York for logs of similar quality. Greatly as prices have fallen there is no justification whatever for these figures except that the wood was knocked down on the market at a time when dealers did not feel inclined to add to their stocks. It has not yet been fully decided whether or not further lots will be offered at public auction in the near future.

Optimistic for Veneers This Year

"We are very optimistic over the veneer situation," said James E. Stark of Memphis, president of the Memphis Veneer & Lumber Co., when asked recently what he thought of the prospects for veneer and plywood in the year 1922. "We feel that this is the logical field for development in the wood-using industries," he continued, "for the reason that the high cost of transportation as well as the tendency for all kinds of timber to be scarcer, will induce manufacturers to avail themselves of the opportunity to use veneers. In addition, we feel that the lowest point of our industrial depression has been passed and there will be a continuous improvement from now on, and taking the situation as a whole, we believe that we are on the road to recovery and will feel the effect of it very materially as the season advances."

John Heyns, son of William Heyns, for many years head of the Evansville Dimension Company, has been appointed secretary of the city park board at Evansville, Ind., by Mayor Benjamin Bosse. Mr. Heyns has been active in democratic politics in that city for a number of years.



“Finest”

1903—1921

Plywood Makes Better Furniture

IT is built from carefully selected materials, in a factory equipped with the very latest machinery, where the best and most practical methods of construction are followed. Our men are trained by long experience for the performance of each operation and the utmost care is given to each and every detail of manufacture.

Your use of *“Finest”* Plywood better prepares you to satisfy your trade and will materially help sales by insuring customers not only better furniture, but furniture that is more beautiful in many ways.

Our product is right, service the best, and prices reasonable, so why not try us and see for yourself?

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN



Our organization is backed by a tremendous supply of carefully selected timber. The steamer above carries 900,000 feet of hardwood lumber, all of which is cut and de-timed for our mills.

Veneers and Plywood

In stock sizes—also according to specifications.
Walnut, Mahogany, Quartered and Plain Oak,
Gum, Birch, Ash, Plain or figured Yellow
Pine, Cottonwood, Sycamore and other woods.

The above is not an announcement of ordinary facilities for veneer and plywood manufacture. We offer to the trade a deluxe product manufactured in the most extensive and complete plant of its kind in the country. This business was founded in St. Louis forty years ago on an humble, but sound basis. It has progressed steadily since, the second of two thoroughly modern factories having been completed in St. Louis last year.

Our product is universally accepted as a standard in plywood production because this business was founded practically in the infancy of commercial plywood manufacture and much of the progress in perfecting this product is attributable to the thorough organization and remarkably complete manufacturing facilities of this company.

Your business may wisely be intrusted to our hands.

St. Louis Basket & Box Co.

ESTABLISHED 1880
ST. LOUIS, MISSOURI

Manufacturers of Superior Plywoods for 40 Years

(Continued from page 34)

which his company has been doing business and otherwise getting a line on conditions. He has also swung around the circle up north preparatory to taking an active hand at his new post.

W. E. Berger of the Dawkins Lumber Company of Ashland, Ky., was a visitor in Baltimore within the last two weeks and saw some of the hardwood men here. He was making a business trip north. W. C. Heyser of the Buskirk-Heyser company of Cincinnati was another. Mr. Heyser had been making the rounds of the cigar box manufacturers in New York, Pennsylvania and other places, and reported that these concerns had fairly well used up their stocks of lumber and were consequently in the market for more. He let it be inferred that he had had a successful trip.

COLUMBUS

Papers have been filed incorporating the Priode Lumber Co., of Middleport with \$15,000 capital to deal in all kinds of lumber. Among the incorporators are C. A. Priode and E. H. Priode.

The Northern Lumber Co., of Youngstown has reduced its capital from \$100,000 to \$21,000.

Absolom and Ralph C. Sager have brought suit against the city of Columbus for damages in the sum of \$24,375 alleged to have been caused to their lumber business by changing the grade of Town street, incidental to eliminating grade crossings.

The capital of the Oakley Lumber Co., of Cincinnati has been increased from \$40,000 to \$45,000.

The annual meeting of the H. H. Geisy & Bro. Co., of Columbus, which operates a large wholesale yard, was held recently. H. H. Geisy was elected chairman of the board; W. G. Smith, president; E. Doddington, vice president; R. M. Lucas, secretary, and R. M. Geisy, Sr., treasurer.

CINCINNATI

A. J. Boehm, assistant sales manager of the Kosse-Shoe & Schleyer Lumber Company, who has returned from an extensive trip in the South, where he looked up mill connections and stocks for his company, reports conditions quite different than a month ago. Mr. Boehm said that while practically all the mills are operating and booked up with new orders, there is not the tone of optimism that prevailed on his last southern trip.

The Wood Specialty Company of Dayton, O., has been incorporated with a capital of \$50,000 to manufacture wood products of all kinds, including furniture and fixtures. The incorporators are: Harold S. Miller, Ivanette W. Miller, Lorin Wright, Eldno A. Short and Katherine E. Short.

Will S. Sterrett, secretary of the Cincinnati Lumbermen's Club, returned recently from a two weeks' trip through the South, visiting mills in Louisiana, Alabama, Mississippi and Arkansas. He found business rather quiet and no immediate prospects for improvement. He said the mills quoted asking prices on their lumber, but were disposed to make a concession if it would bring an actual order.

EVANSVILLE

B. F. VonBehren of the VonBehren Manufacturing Co., makers of hubs and spokes, has been elected vice president of the Evansville Manufacturing Association to serve the ensuing year. He has been an active member of the association for a number of years. Among the directors who have been elected to serve the association for the year are George O. Worland, of the Evansville Veneer Company; Daniel Wertz, of the Maley & Wertz Lumber Company; Samuel G. Clifford, of McFerson & Foster, box manufacturers; Henry Goebel, of the Goebel-Klamer Furniture Company.

It is expected that the Rockport Planing Mill Company at Rockport, Ind., will build a new planing mill during the coming season to take the place of the one that was destroyed by fire several months ago.

MEMPHIS

The Kelsey Auto Body Company has placed its plant at Memphis, Tenn., in operation as a result of a contract secured with the Studebaker Company. It is employing about 50 persons at present, but will increase the number as the volume of business expands. The plant cost approximately \$1,750,000, while the erection of a saw mill to be operated in connection therewith and the purchase of cypress and gum stumpage brought the total outlay to about \$2,500,000. This plant was constructed on the strength of a contract with the Ford Motor Car Company, but the latter, according to the management, cancelled its contract, with the result that the equipment has been idle since completion until placed in operation within the past few days. The company is extracting considerable encouragement from the fact that the automobile industry is tending steadily toward increase in the output of closed body types, anticipating that this will insure a good business.

Max Sondheimer, president of the E. Sondheimer Company, says that the band mill recently purchased from the Weis-Patterson Lumber Company at Alexandria, La., will be placed in operation about March 1. He states that his firm is now building a twelve-mile, standard-gauged road from Alexandria to its timberland holdings and that, as soon as this is completed, the plant will be started up. The mills of the company at Sondheimer, Tallulah and Shreveport are already in operation.

John W. McClure, secretary-treasurer of the Bellgrade Lumber Company

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

Manufacturers
of

Stimson's HARDWOOD LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

WE OFFER THE FOLLOWING

Central Indiana Stock---1 Yr. Dry

PROMPT SHIPMENTS

6 3/4" BASSWOOD	1 car	4 1/4" RED OAK	1 car
4 1/4" BEECH	3 cars	4 1/4-8 3/4" WALNUT	3 cars
8 3/4" COTTONWOOD	1 car	10 3/4" SYCAMORE	1 car
8 3/4" HACKBERRY	1/2 car		
		HICKORY	
		6 1/4"	2 cars
		8 3/4"	2 cars
		ELM	
5 1/4"	1 car	12 3/4"	1 car
6 1/4"	1 car	8 3/4"	1 car
8 1/4" Soft	1 car	6 3/4"	3 cars
8 3/4" Hard	3 cars		

Open for Green Orders of Any Size

D. A. PIKE LUMBER CO.

WABASH, INDIANA

C. P. CROSBY

Manufacturer and Wholesaler

Wisconsin Hardwood Lumber

RHINELANDER, WISCONSIN

BIRCH		HARD MAPLE	
1" No. 1 Common.....	100,000'	1" FAS & Sel.....	20,000'
1" No. 1 Com. & Btr.....	50,000'	5/4" Log Run.....	35,000'
5/4" No. 1 Com. & Btr.....	100,000'	6/4" No. 1 & Btr.....	25,000'
5/4" FAS.....	25,000'	8/4", 10/4", 12/4" Maple Hearts,	
6/4" FAS.....	25,000'	3x6, 4x4, 4x6, 6x6, 6x8	
6/4" No. 1 & Btr.....	53,000'		
8/4" FAS.....	30,000'		
SELECTED RED		ROCK ELM	
4/4" to 8/4".....	1 car	1" No. 2 & Btr.....	25,000'
BROWN ASH		5/4" No. 2 & Btr.....	25,000'
4/4" No. 2 Com. & Btr.....	1 car	6/4" No. 2 & Btr.....	35,000'
5/4" No. 1 Com. & Btr.....	1 car	8/4" Log Run.....	40,000'
		8/4" No. 1 Com. & Btr.....	20,000'

A Halt in the Price Decline

From all indications the decline in construction costs, which began in June, 1920, seems for the present to have halted. As a result, the outlook in the building field must be judged from two viewpoints—that of the immediate future and that of its longer trend.

The current Building Bulletin gives a complete analysis of this situation. Free copy will be sent upon request. Ask for Bulletin M.

The Brookmire Economic Service, Inc.

25 West 45th Street, New York City

"The Original System of Forecasting from Economic Cycles"

Buskirk-Heyser Lumber Co.

High Grade, Soft Texture

West Va. and Southern

Hardwoods

MIXED CARS OF ANY KIND, GRADE OR THICKNESS FROM OUR

Distributing Yards: CINCINNATI, OHIO

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

4/4" No. 2 & Better.....	12 months dry
5/4" No. 2 & Better.....	12 months dry
6/4" No. 2 & Better, largely No. 1.....	12 months dry
8/4" No. 1 & Better.....	8 months dry
10/4" No. 1 & Better.....	12 months dry
12/4" No. 1 & Better.....	6 months dry
4/4" No. 3.....	12 months dry
6/4" No. 3.....	10 months dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

and president of the National Wholesale Lumber Dealers' Association, says that very heavy rains in Mississippi have interfered seriously with logging operations during the past three or four weeks and that considerable difficulty is being encountered in securing enough logs to keep the firm's plants at Louise and Cary, Miss., going at capacity.

John W. Dickson, president of the Valley Log Loading Company, says that his firm is loading only about 20 per cent of a normal quantity of logs for this time of the year, and that there is not more than one-fifth of a normal supply of logs available for loading on the Yazoo & Mississippi Valley lines. He estimates that there are something like 1,000,000 to 1,500,000 feet compared with an average of 5,000,000 to 7,500,000 feet. He attributes this poor showing largely to the disorganized state of the industry, though he concedes that weather conditions are quite an important factor in the limited supplies awaiting loading.

The Erskine Williams Lumber Company, which has offices in the Randolph building, Memphis, Tenn., has secured the exclusive sale of 5,000,000 feet of quartered red and sap gum and oak, cut by the White River Land & Lumber Company of Arkansas City, Ark., on the Thane Lumber Company's mill at that point.

The Memphis Land & Lumber Company has secured the sale of the entire output of the Henry Quellmalz Lumber & Manufacturing Company mill at Peach Orchard, Ark. The cut is 50,000 feet a day, mostly gum, oak and ash. The Memphis company has also arranged to handle the output of the Drake mill at Hickory Flat, Miss., cutting dimension stock and car stock in oak, hickory and gum.

LOUISVILLE

Robert M. Carrier, president of the American Hardwood Manufacturers' Association, has announced that the annual meeting will be held at Louisville, March 7 and 8, this being the first membership meeting since 1920, when the government ruled against the statistical department.

At Owensboro, Ky., O. O. Tichenor and J. W. Mobberly have purchased the interests of the late J. N. Grady in the Owensboro Planing Mill Co., and have become president and secretary-treasurer of the company, respectively. LaVega Clements is vice-president.

Several developments of hardwood tracts are reported in Eastern Kentucky. Jesse Worthington and associates having purchased hardwood timber on Lotts Creek in Letcher County, with plans for early installation of mills. J. T. Whitaker and others have secured timber in Letcher County, near Blackey, and will install operations at once. Ira B. Hill and J. T. Hill, Coeburn, Va., have secured 1,000 acres of hardwood on the Cumberland and Pound Creek headwaters on the Virginia-Kentucky border and will start operations shortly.

William A. MacLean, of the Wood-Mosaic Co., and members of his family, are planning to leave shortly for a European trip, spending a few weeks on combined business and pleasure. Mr. MacLean's son, Angus MacLean, is a student at Oxford.

A. E. Norman, Sr., of the Norman Lumber Co., has recently undergone a second operation, and is reported to be getting along very nicely, with prospects of an early recovery.

The Wood-Mosaic Company, Louisville, on February 2 resumed operations at its Louisville mills, which had been down for some weeks. However, in resuming announcement was made that hereafter the company expects nine hours of honest labor for nine hours' pay, instead of five hours' labor for ten hours' pay, and the mill goes on a quality production basis, instead of quantity basis. Only one side of the double band will be operated, and on a capacity of about 15,000 feet a day, instead of 18,000 feet. President MacLean holds that the time is past when it is a question of quantity rather than quality, and that his mill is going to produce quality lumber at the sacrifice of quantity, and get back to the pre-war standard, which was generally sacrificed during the period when labor was hard to handle, and when demand was for quantity rather than quality.

The W. M. Ritter Lumber Company of Columbus, O., is reported to have arranged to install mills and start operations on a large timber tract on the Kentucky-Virginia border in the neighborhood of Osborn's Gap, where the company has several thousand acres of timber, principally poplar and oak.

Fire at Whitesburg, Ky., on January 27, destroyed the yards and office of the Whitesburg Lumber Company, loss being around \$15,000. with no insurance.

At Caruthersville, Ind., the plant of the Benham Spoke Company was burned on January 23, loss being about \$25,000, partly insured. Chicago interests are reported to have recently purchased the plant, with the plan of filling orders on hand and then converting it into a toy factory.

The will of the late G. W. Embry, president of the Voss Table Company, Embry Box Company and Embry Lumber Company, Louisville, was probated on January 25. Mr. Embry left an estate valued at \$450,000.

It is reported from Lexington, Ky., that the H. M. Page Log & Lumber Company has increased its capital stock from \$25,000 to \$50,000.

NEW ORLEANS

E. G. Stover, who was connected with the Climax Lumber Company of this city ever since its organization until its recent dissolution, and who was well-known in the local hardwood trade, has accepted a position as

treasurer and sales manager of the Virginia Lumber Company of New York City.

John W. O'Shaughnessy, who was president of the Climax Lumber Company, has now gone into the exclusive handling of hardwoods and cypress. He has moved his offices from the former location in the Whitney-Central Bank building here into suite No. 721. Mr. O'Shaughnessy announces that he has recently acquired the services of A. E. Lorraine, a well-known hardwood expert, to handle his buying, selling and inspecting of hardwoods.

J. E. Smoot & Co., Corvin, La., are proceeding to build a new, thoroughly modern and up-to-date hardwood plant of a daily producing capacity of 30,000 feet to replace the one they lost some time ago by fire.

Hardwood manufacturers in Mississippi are watching eagerly developments in the fight over certain reforestation bills, which the industry generally regards as vicious, before the legislature of that state now in session at Jackson. The proposed laws are generally looked upon by the industry as being entirely visionary and impractical and altogether too drastic. Among the more salient features coming in for unanimous criticism are the proviso that a reforestation commission shall be set up with almost unlimited powers and that logging skidders shall no longer be used in the state, "because they are detrimental to reforestation by destroying the young seedlings." The Southern Forestry Congress, which meets there within the next few days, it is hoped by the lumbermen, will exert its influence to effect a modification of the proposed laws, which some lumbermen have gone so far as to say would result in driving them from the state.

TORONTO

Visitors to Toronto a few days ago were D. A. Webster of Boston, eastern representative of Ed. Clark & Sons, Toronto, and Charles O. Maus of the Charles O. Maus Lumber Company, South Bend, Ind., who represents Ed. Clark & Sons in Illinois, Michigan, Indiana and Ohio. They report a noticeable improvement in the hardwood lumber trade since the year opened.

A heavy portable mill at Marlbank, Ont., is being operated by Hall Bros., wholesale lumber dealers, Toronto. The firm is cutting about fifteen thousand feet of maple and basswood a day, which is being hauled to the railway track for shipment. Ideal conditions have existed in Hastings County so far this year for lumbering operations.

The Hardwood Market

CHICAGO

A fair amount of business is being done in hardwoods on the Chicago market. The demand continues to be predominantly for FAS and No. 1 common grades of stock. Birch FAS is very scarce and consequently this item is in a strong position. There is also a relatively good demand for maple flooring stock. Quarter sawn red gum is in good demand as are also the upper grades of plain and quarter sawn oak. The furniture people are not getting into the market as rapidly as expected, though some business is coming from this industry right along. To sum up the present situation. It may be said that the market is plodding along and doing very well in a quiet way.

NEW YORK

Trading in hardwoods on the New York market has shown up well in comparison with the first month of the two or three previous years. While it is true that lumber has not been moving in great volume, yet enough has been done to lend much encouragement to distributors. Inquiries have increased in the past two weeks, but the placing of orders has nothing like kept up a proportionate pace.

The prices of hardwood flooring are high and stiff and stocks are only fair. The demand is constantly and gradually on the increase, and handlers feel very much encouraged over the situation. Retailers are carrying small stocks and this increasing demand will carry prices higher.

In view of the demand consumers are coming to a realization of the fact that their stocks are very much depleted, and to this can be traced the source of the numerous inquiries that have recently been going the rounds. The taking of inventories also brought out this realization more clearly. Good lumber in all woods is very scarce and the mills are showing a marked reluctance to get rid of their stock at the prices prevailing. Low-end lumber is carried in big stocks. There seems to be plenty of No. 3 common in all hardwoods, and prices on this, while holding firm, will not advance so readily on increased demand.

The tone of the foreign trade is slightly better for the past week. A moderately good demand for high class lumber is coming in from Germany. The size of orders for poplar, walnut and hickory logs has shown a decided increase. From the tone of inquiries from abroad in this market the trade on the other side is looking for very much cheaper prices. Over

Plain & Qtd. Red & White

Even **OAK** Soft
Color AND OTHER Texture
HARDWOODS

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The MOWBRAY
& ROBINSON CO.
(INCORPORATED)
CINCINNATI, OHIO

We Offer Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and to offer kiln drying service of proven efficiency for handling either green or dry lumber. This service is based on the same conservative care which has always characterized our every department from the log to the finished product.

We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

Try Stimson at Owensboro
the next time

J. V. Stimson & Co.
OWENSBORO, KENTUCKY

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

Manufacturers Oak, Red and Sap Gum, Rough and Dressed Tupelo, Short-Leaf Y. Pine

Sales Office: 606 Security Trust Building, Lexington, Ky.
SAW AND PLANING MILLS AT SULLIGENT, ALA.

here it is known that they won't get it. Exchange adjustment is their only hope from this market's viewpoint.

If any marked demand arises in 1's and 2's poplar and oak difficulty will be found in filling orders.

BUFFALO

Wholesalers say that the hardwood market is not showing much activity at present, but is in a waiting mood. A little business is being done, but none of the yards reports any large amount of ordering. Much unsettlement exists in prices, although these are said to be higher generally than a year ago. Yet it is found that some wholesalers are making prices several dollars under those quoted by the mills, having evidently laid in lumber with the expectation that considerably better demand would start up right after the first of the year.

Among the woods reported most in demand are birch and poplar, although oak is also doing fairly well. This shows that some of the manufacturing plants are getting busier and running short of stock. While the building trade is held back by the stormy weather, some concerns report a better sale of stock for interior trim, and the oak and maple flooring business is said to be keeping up in good shape. Low grade stock is still being offered at prices which show a little margin of profit.

PHILADELPHIA

The turn in the market is manifest in the metropolitan district of Philadelphia. Several of the largest dealers, including the largest yard in this vicinity, are heavy buyers. Dealers make known that they expect an excellent business this spring and they do not hesitate to say that prices will continue to rise.

During the past two weeks several dealers have advanced their prices slightly. Uppers continue to remain scarce and are very firm. Chestnut, oak and red gum have been moved forward.

Industrial buying has increased to a marked extent in the city proper and throughout the state. Some activity is found in the anthracite fields. Western Pennsylvania also shows improvement. Delaware also reports a better condition prevailing there.

Following stock-taking in rural yards there was a fair amount of business forthcoming but this died to some extent during the middle of January. A sharp turn has taken place and orders are being received with a pleasing regularity. An enormous number of inquiries are being received by hardwood dealers. While these letters do not always bring business they presage an active spring. The rather unpleasant feeling which has existed for some time between consumers and the hardwood industry is being somewhat tempered as the buyers are beginning to realize that their cherished hopes for lower prices will not materialize. They are not, however, abandoning their policy of buying on a hand-to-mouth basis.

The export business has lagged slightly of late. Many inquiries are coming from abroad.

"Current sales of lumber are small," says the Third Federal Reserve Bank, "but a large number of inquiries are coming in, and the trade is kept busy estimating on future business."

BOSTON

The outlook in the hardwood trade here is better. There is not a great improvement in demand here yet but it is positively true that there is an improvement in both demand and inquiry for all lines of hardwoods ordinarily sold in this section. Particularly is the demand from the house finish people better. This is looked upon as a particularly favorable sign. While there is quite a range still in some quotations, the market is pretty firm and the tendency is all the time toward greater firmness, especially in the better grades. Demand has improved particularly of late with the furniture people and the hardwoods yards and there is some improvement in demand and inquiry noted from the chairmakers, automobile body people, agricultural implement makers, musical instrument makers and more especially the piano makers, who take a large part of the hardwoods sold here. Salesmen at the present time are finding it much more easy to interest retailers, as now their stocks have been depleted.

BALTIMORE

Conditions in the hardwood trade have not undergone important changes in the last two weeks, though it may be said that the improvement previously noted has become perhaps more pronounced. Users of hardwood stocks are gradually getting to the point where they must make further additions to their holdings, so that they may have enough material to work on, and this fairly steady accretion of orders is having its effect upon the general situation. Sellers show less of an inclination to make concessions and even entertain ideas of early advances in the quotations. In fact, here and there some revisions upward have been made, and this tendency may be expected to become more pronounced.

COLUMBUS

There is a good feeling in hardwood circles in Columbus and central Ohio territory. With the completion of inventories and the laying out of plans for the early parts of the year buying is gradually increasing. In fact demand from both retailers and factories is showing quite an increase

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"



The sign to follow
for Maple Flooring

Maple, Birch, Basswood, Elm, Beech

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

since the middle of January and a still further expansion in the demand is expected.

Retail stocks are not large as a rule and there appears to be a general movement to replenish them in order to be in a position to take care of the spring demand. The better grades of hardwoods are still scarce and this results in more strength in prices all along the line. Factories making furniture, boxes and vehicles are also buying fairly well. Railroads are also buying better and quite a few inquiries from that source have been received recently.

Jobbers believe that the worst of the slump is over and that there will be a gradual improvement in the demand. They point out that dry stocks are still scarce as the new production which started the first of the year is not yet marketable.

CINCINNATI

Hardwood lumbermen report a slight increase in business during the past two weeks. Most of the dealers take the view that a slow but steady improvement holds out every prospect of keeping up until the volume of business once more attains the proportions of normal. Uppers are very strong, with persistent reports coming that prices will take an upward turn before spring. Concerns specializing in walnut are booking some new orders, while the export business is the slowest in several months. Furniture manufacturers are buying a little better than they were a month ago, but still their purchases have not reached anything like normal. Some dealers report prices stiffening on dry stocks due to a shortage. Sash and door factories are doing a fair volume of business, with good prospects for an active demand when the building program is started in the spring. Retailers have only fair stocks and as a result are coming into the market. They are still buying from hand to mouth largely, although orders are gradually increasing. The items most active at this time are red gum, oak and elm, although some dealers report a better inquiry for poplar than elm. There is a growing scarcity of stocks in the upper grades and this will probably continue for some time, as the new cut will not be marketable for some time. The railroads are beginning to place orders, but to date none of them has been large.

CLEVELAND

Windup of the automobile show season brings an immediate revival of inquiries, and orders, into the hardwood industry here. Leaders in the market report an immediate quickening of interest on the part of automotive industry heads, who have held back their purchases until they could see some real daylight ahead in their outlet and manufacturing plants. Inquiries that had been pending for months now are taking shape in definite orders, and while no quantities now being called for are large, the whole is expected to make a respectable volume of new hardwood business by the end of February.

INDIANAPOLIS

The only noticeable feature in the Indianapolis market is the gradual increase in the demand on the part of industrials. Several large wood-working plants have increased their production during the past two weeks and distributors here say that there is an increasing number of inquiries each week. Industrial executives and retailers alike are prone to quibble over prices. Both are alike in that they are holding their stocks as low as possible in order to yet be in the margin of safety. Manufacturers of flooring, sash and doors and interior trim have begun booking orders for the coming spring season and several of them entered the market last week. Both inquiries and actual demand continue to favor the upper grades.

EVANSVILLE

The hardwood lumber manufacturers and wholesalers of southern Indiana, southern Illinois and western and northern Kentucky report that trade has been rather sluggish since the first of the year and that they do not expect to see business conditions get much if any better during the month of February. They have received some business, of course, during the past month and there also have been some inquiries, yet there is no life to the trade and retailers seem to be buying just what lumber they feel like they must have for their immediate purpose and no more. Lumber prices are holding their own very well and no reduction in prices is anticipated for quite a while to come. Manufacturers as well as wholesalers, say there ought to be some change in trade for the better along about the first of March and that while they do not believe there will be anything like a rush in trade they are inclined to the belief that the present year will bring in a much larger volume of trade than did the past year.

MEMPHIS

Demand for hardwood lumber is slowly improving, according to prominent members of the trade in Memphis, but some disappointment is felt over the failure of buying to develop on a somewhat larger scale. More business has been put through during the first week in February than during the closing week of January and the increase is regarded by the trade as cumulative. Information regarding the probable needs of large consumers

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar

Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL
A SUBURB OF KNOXVILLE
FONDE, KY., & DUFF, TENN.

DELTA HARDWOODS

BACK UP YOUR REPUTATION

BY THE USE OF HARDWOODS OF ESTABLISHED QUALITY. WE ARE PREPARED TO SUPPLY YOUR MOST EXACTING DEMANDS, BOTH IN SERVICE AND QUALITY, BECAUSE WE SPECIALIZE IN HARDWOOD LUMBER. OUR STOCKS ARE UNIFORMLY MANUFACTURED AND GRADED. THEY APPEAL TO THE CAREFUL BUYER AND LEAVE SATISFACTION IN THEIR WAKE.

WE STUDY
TO PLEASE YOU

Double Band Mills
|| Arkansas City, Ark.

The
BREECE
Manufacturing Co.
Portsmouth, Ohio

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH		HARD MAPLE	
4/4 FAS	30,000'	4/4 6" & Wider, 8' & Longer	
4/4 Selects	15,000'	No. 1 Com. & Btr.....	100,000'
4/4 No. 1 Common.....	15,000'	5/4 No. 1 Com. & Btr.....	60,000'
4/4 No. 2 Common.....	100,000'	6/4 No. 1 Com. & Btr.....	100,000'
5/4 Selects	55,000'	6/4 No. 1 Com. & Sel.....	60,000'
5/4 No. 1 Common.....	10,000'	6/4 No. 2 Common.....	150,000'
5/4 No. 2 Common.....	80,000'	8/4 No. 2 Com. & Btr.....	200,000'
8/4 No. 1 & 2 Common....	11,000'	10/4 No. 1 Com. & Btr.....	80,000'
SOFT ELM		12/4 No. 1 Com. & Btr....	30,000'
4/4 No. 2 Com. & Btr.....	100,000'	SOFT MAPLE	
6/4 No. 2 Com. & Btr.....	50,000'	4/4 No. 2 Com. & Btr.....	150,000'
8/4 No. 2 Com. & Btr.....	33,000'	6/4 No. 2 Com. & Btr.....	14,000'
ASH		8/4 No. 1 Com. & Btr.....	100,000'
4/4 No. 2 Com. & Btr.....	100,000'	BASSWOOD	
5/4 No. 1 Com. & Btr.....	45,000'	4/4 No. 1 Com. & Btr.....	100,000'
		4/4 No. 2 Common.....	45,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

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For prompt shipment we offer the following band sawed, edged and trimmed quartered stock. It's all sawed from the log, not resawed, and it shows good figure.

5/8 1s & 2s.....	25,000'
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We also offer the following

PLAIN SYCAMORE

5/8 1s & 2s.....	10,000'
5/8 No. 1 Common.....	50,000'
5/8 No. 2 Common.....	40,000'
4/4 No. 2 Common & Better..	16,000'
6/4 No. 2 Common & Better..	10,000'

WRITE OR WIRE FOR PRICES

NORTH VERNON LUMBER MILLS

NORTH VERNON, INDIANA

is accepted as foreshadowing much greater activity in the near future, but current volume of business, even after making allowance for the increasing tendency noted, is not large.

Building trade interests are the best buyers at the moment.

LOUISVILLE

Since the first of the year there has been improvement shown in demand and orders, although demand is chiefly for only the very best of quality grade production, or for very low grade stock, there being just a little demand from the very high class furniture manufacturers, and a much larger percentage of demand is from the manufacturers of cheap furniture. Hardwood flooring mills are busy and buying. Jobbers are buying more freely in filling domestic and some export orders. The very top grades are scarce, and low grades not especially profitable, due to high freight rates, and the fact that they don't make up the log run average in many instances. Prices are fairly steady, although there are some rumors of slight weakening in gum. Poplar is in better demand, in lumber as well as siding. Walnut is fair and ash more active.

NEW ORLEANS

Hardwood operations throughout the extreme South and Southwest have been further curtailed within the past fortnight by heavy rainfall. Logs are few at most of the mills, and such is the condition of the logging woods that many of the plants are procuring the necessary timber to keep their wheels turning only with the utmost difficulty. Logging operations are, of course, all the more handicapped in the lower Mississippi and other deltas, from which sources come practically all the southern and southwestern hardwood timbers. Manufacturers are finding consolation, however, in the fact that this difficulty is only seasonal and is now at its peak and that the next few weeks should result in some appreciable change for the better.

Prices have made so few changes within the past fortnight as to be scarcely worth chronicling. On the whole, it may be said that they are remaining exceptionally firm. Such little tendency toward a change as there may be, however, is uniformly for the upward trend; this observation holding especially true of the higher grades, while the downward trend of certain of the lower grades and varieties seems to have been quite definitely checked some time ago.

MILWAUKEE

Judging by reports derived from various sections of the northern hardwood producing territory, shipments of lumber during January exceeded the quantity moved in the first month of 1921, and so far in February this gain is being maintained well. The degree of the gain is indicated by the fact that the Ashland division of the Chicago & Northwestern handled 871 cars from loading points last month, compared with 659 in January, 1921, a gain of 214, or about 35 per cent. As January shipments ordinarily are light, this relatively heavy gain is taken as a manifestation of the steadily improving position of the hardwood industry.

The recent reduction in interstate freight rates on hardwood lumber announced by the Interstate Commerce Commission to be effective March 6 does not appear to be holding back any considerable amount of business pending the change, although it is believed some effect is being caused. However, considering the time of year, satisfaction is generally expressed that the movement should be of so much volume as at present. The prospect is brighter now than it has been in a year or two for a genuine revival of demand, for all signs point to a much more active state of affairs than exists at this time.

Automobile factories have resumed purchasing, now that the national, sectional and local shows have shown that the trend of demand is upward, under the additional stimulus of lower prices. The furniture trade is taking more material right along. Musical instrument manufacturers are still on a minimum production schedule, but strong indications are at hand that they will increase their requirements.

Textile industries are proceeding at a constantly increasing pace, and metal trades are enlarging forces slowly but steadily. This gives promise of a better demand for box and crating stock, and when the lower grades once begin to move readily it will furnish at least a partial solution of a big problem growing out of a lack of call for the proper stuff at a time when the choice qualities were scarce and wanted.

TORONTO

There has been a distinct improvement in the hardwood market of late, and many firms are sending in inquiries for their requirements some months hence, and although these inquiries have not yet crystallized into actual business, it is believed that it is only a matter of a very short time when a satisfactory volume of business will develop. Birch is in particularly good demand. Automobile concerns are now entering the market, while furniture factories are also getting busy, as indicated by the fact that they are now replenishing their stocks to some extent. Hemlock continues firm.

Operations in the bush in Northern Ontario have been hampered to some extent by the heavy snowfalls. Logs are now being hauled to the mills, and it has become possible to estimate the cut, which is not more than 60 per cent of normal.

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Eight words of ordinary length make one line.

Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

At once, a live, experienced Hardwood Salesman to cover Eastern Pennsylvania, Maryland and New Jersey. No trifiers wanted. Address Box 849, care HARDWOOD RECORD.

WANTED: GUM

A well-established Hardwood Yard at Buffalo covering thoroughly New York and New England States, desires a reliable mill connection for direct shipments of Gum. Address P. O. Box 634, Buffalo, N. Y.

WANTED HARDWOOD SALESMAN

Familiar with trade in Michigan, Indiana, Wisconsin, Illinois and adjacent territory for southern hardwoods, especially Ash, Oak, Gum, etc. Give experience, age, salary and all references. Address Box 855, care Hardwood Record.

SALESMAN WANTED

Salesman acquainted with buyers and who can obtain orders for sales and order books, can make favorable commission arrangements with leading Chicago concern in this line. CHICAGO SALES BOOK COMPANY, 337 W. Madison St., Chicago.

WANTED

By large hardwood manufacturer, producing mostly gum, a traveling salesman to cover Western New York, Pennsylvania and Eastern Ohio. Man must be acquainted with territory. Also energetic hardwood salesman familiar with trade, to sell in New England states on commission basis. Write Post Office Box 1095, Memphis, Tenn.

WANTED

For New York state, Pennsylvania, and North Carolina, a hardwood salesman thoroughly acquainted with the industrial trade of that territory. An excellent position for the right man. None other than an experienced hardwood man with a thorough acquaintance. In replying state age, experience and also list of former employers and references. Address Box 854, care Hardwood Record.

SAWDUST WANTED

WANTED HARDWOOD SAWDUST

We buy carload dry Maple, Birch, Beech and Hickory. Also air-dried and green sawdust. Send samples and quote prices to ACME SAWDUST CO., 76 North 6th St., Brooklyn, N. Y.

EMPLOYMENT WANTED

A-NO. 1 BAND FILER

Thoroughly competent of handling any pine or hardwood mill in the country. Can give best of references. R. M. Grasby, Warren, Arkansas.

EXPERIENCED MAN

Buyer, thoroughly acquainted with hardwoods, figured woods and veneers. Wide and varied experience logs manufacture, sales. Road work. Commission or salary. Address Box 838, care Hardwood Record.

LUMBER FOR SALE

FOR SALE

One car 8/4 white oak, mostly FAS. Two years dry, well manufactured, fine widths. D. L. Miller, Madison, Indiana.

CALIFORNIA REDWOOD BURL

We have two carloads nicely figured REDWOOD BURL for sale at low prices. Nelson E. Jones, 201 California St., San Francisco, Cal.

FOR SALE

110,000 ft. 1" White Oak No. 1 C&S. Soft texture. West Va. stock. Piled at Cincinnati. 160,000 ft. 1" Sound Wormy chestnut. No. 1 C. & better. Piled at Kentucky Mill.

Will take 1" Northern hard maple, beech, quartered white oak, etc., in exchange. Stafford Mfg. Co., 218 S. Wabash Ave., Chicago, Ill.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

LUMBER WANTED

WANTED

Several cars of clear basswood strips running from 2 to 5 or 5 1/2" wide. Wistar, Underhill & Nixon, 21 E. 40th St., New York, N. Y.

WANTED

We are always in the market for hardwoods and yellow pine lumber of all kinds. Quote your best price f. o. b. Jamestown, stating shipping point. SOUTHERN LUMBER COMPANY, Jamestown, N. Y.

WANTED

5 cars 1" to 2" No. 2 Common & Better WALNUT—Quote us on grades—delivered Buffalo, and describe the stock. BUFFALO HARDWOOD LUMBER COMPANY, 940 Seneca St., Buffalo, N. Y.

WANTED—EXCLUSIVE SELLING

Arrangement on percentage basis for the entire output of a hardwood plant cutting two million feet or more per annum. Might advance a few thousand cash now and then help out payrolls, etc. Address A. V. JACKSON TRUSTEE CO., Room 416 Gwynne Bldg., Cincinnati, Ohio. Reference: FOURTH NATIONAL BANK of Cincinnati, Ohio, or the R. G. DUN & CO.'S Commercial Agency.

TIMBER FOR SALE

HARDWOOD TIMBERLANDS FOR SALE

Several choice tracts hardwood timberlands, large and small. Now is the opportune time to buy while they are cheap. Brant Seaman, Monroe, La.

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Eleven thousand acres very fine Hardwood in southwestern Arkansas running heavily to forked leaf white oak and hickory. A quality proposition. S. S. Ford, Arkansas City, Ark.

HARDWOOD TIMBER FOR SALE

Tracts of twenty, fifty, one hundred, and one hundred and fifty million feet, gum, oak and poplar; Georgia and South Carolina; price and terms reasonable; deal direct with owners. J. W. Barnes, Savannah, Ga.

TIMBER

A real bargain in about 60,000,000 feet of good timber near the Soo, about 40% Red Birch, 30% Maple, balance Hemlock, Pine, Spruce and Cedar. Fair logging and excellent shipping facilities. W. H. Ranson, Sault Ste. Marie, Mich.

FOR SALE

East Tenn. Mountain Stumpage. Good timber lease, stumpage 16" in diameter and up, about seven million feet, and extra nice lot hickory, four miles steel laid, good grade, gas motor, two circular mills. Cheap freight rate. For further information address Box 853, care Hardwood Record.

FOR SALE

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100-200 million feet of high grade standing BIRCH, MAPLE AND BEECH. Region already highly developed for economical operating. Tributary by short truck or tractor haul to town served by excellent railroad facilities. Ideal location for hardwood specialties factory or lumber manufacturing. Will sell also in log or manufactured to suit customers requirements. Address Maine, HARDWOOD, care Hardwood Record.

TIMBER LAND

44,000 acres in western North Carolina, will cut 371,500,000 feet with double band mill equipment. All high grade timber. Railroad into timber. Virgin forest.

35,000 acres in western North Carolina, will cut 337,229,000 feet. Five miles to one railroad, eight miles to another. Fine, smooth, original forest.

50,000 acres which will cut 8,500 feet per acre, good logging conditions, very best original forest.

7,000 acres original forest in Cooke and Sevier Counties, Tenn. Will cut 138,000,000.

6,500 acres of West Virginia hardwood timber, on C. & O. Ry. Will cut 35,000,000 feet of oak and poplar. Full mill equipment.

5,000 acres in Highland County, Virginia. Will cut 5,000 feet per acre.

2,000 acres West Virginia hardwood timber, will cut 11,000,000 feet. Three miles to railroad.

On the above tracts the prices and terms are right. Full information furnished on application. Frank H. Brazie, 306 State Street Bank Bldg., Charleston, W. Va.

LOGS WANTED**WE ARE BUYING**

Cherry and Walnut logs and lumber.
CHERRY LUMBER COMPANY, St. Bernard
 Sta., Cincinnati, O.

WANTED—GOOD WALNUT LOGS

Ten-inch and up in diameter. Will pay highest cash price and inspect at loading point. Write us. **J. W. FRYE LBR. & VENEER CO.**, Dayton, Ohio.

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One right-hand brand new modern 16-foot Veneer Saw with automatic set works and positive offset. Fixed for direct motor drive. The last word for veneer and thin lumber sawing. For particulars address Box 824, care **HARDWOOD RECORD**.

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For lumber suitable for sash and door factory use, the following equipment in good condition: Corliss engine, main drive belt, wood and iron pulleys, hangers, etc. Complete list of equipment furnished upon application. Carondelet Planing Mill Co., St. Louis, Mo.

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One of Lummus Cotton Gin Co.'s latest air blast Gin systems consisting of three 70 saw gin stand, 12 inch saws together with latest model double box press, Hydraulic Trampler. This is a complete outfit, including everything, 40-50 R. D. Cole & Co., Boiler and Engine, good as new, ginned less than 500 bales cotton since purchase in 1919.

Reason for selling can't make any cotton in this section on account of boll weevils. Will sell this outfit as it stands very cheap to party that is interested. Can be seen anytime, will include the sheet-iron house that it is in if party so desires.

We guarantee you can't tell this outfit from one that just shipped from factory. A visit to see might be worth while. Triune Mills, P. O. Thomaston, Ga. Rte. B.

MISCELLANEOUS**1,500 DOZENS HICKORY CANT HOOK HANDLES**

\$1.00 per dozen in lots of four (4) dozens and over. Terms: Cash with order. **C. B. PERKINS**, Brookhaven, Miss.

10,000,000 SAFETY MATCHES

Imported from Sweden. Will sacrifice at only 1/2c per box. No orders for less than 10,000 boxes will be accepted. Joseph Werner, 70 Pliny St., Hartford, Conn.

HOW TO BUILD AND OPERATE A SAW MILL

Practical suggestions by an experienced lumberman; especially helpful to the medium-sized operator and the pine mill sawing hardwoods. Published in pamphlet form. Price, \$1.00. Can be ordered from this office or from **L. L. SHERTZER**, Demopolis, Ala.

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The Tom Huston Portable Ground Skidder. Price only \$690.00. Quickly moved from place to place under its own power. Made of steel. Light, powerful, and guaranteed to handle logs of any size. Put it on your job and pay for it after you see it do the work. For more information write to Tom Huston Manufacturing Company, Columbus, Ga.

LOCOMOTIVES

FOR ALL CLASSES OF SERVICE.

ROD AND GEARED:

5 TO 100 TONS IN WEIGHT.

60,000#, 80,000# and 100,000# Capacity

CAR TRUCKS, OTHER LOGGING AND

RAILWAY EQUIPMENT

REBUILT IN OUR SHOPS; FIRST CLASS CONDITION.

IMMEDIATE SHIPMENT FROM STOCK.

SOUTHERN IRON & EQUIPMENT CO.,

ATLANTA, GEORGIA.

LOGGING EQUIPMENT for SALE**FOR SALE—HOLT TRACTOR**

Only used a few months; price \$2,500. Address **A. E. & L. O. Peck**, Westfield, Mass.

FOR SALE

Logging equipment, sleighs, water tanks, jammers, tackle, etc. Also full camp equipment, springs, mattresses, blankets and kitchen utensils for 150 men. Address Box 826, care **HARDWOOD RECORD**.

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A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties. Price Postpaid, \$5.00.

CLYDE SKIDDER FOR SALE

One two-line Clyde steam skidder ready to operate, complete with rehaul and new set of yellow strand wire rope throughout; boiler 125 pounds steam pressure; six trucks; tank. Every part in first class condition. Will sell cheap for cash and quick sale.

W. P. BROWN & SONS LUMBER CO., Inc., Fayette, Alabama.

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Manufacturers & Importers

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2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

AMERICAN FOREST TREES

This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$6.00. For those who send in their order now, accompanied by check, we will make a special price of \$5.00.

BUSINESS OPPORTUNITIES**FOR SALE—VENEER MILL**

In fine northern hardwood section, two lathes, automatic dryer, excellent power plant and sawmill in connection. Address Box 834, care **HARDWOOD RECORD**.

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TALLY SHEETS with WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other Supplies Will Be Sent on Request

FRANK R. BUCK & CO.

2133 Kenilworth Ave.

CHICAGO, ILL.

Saw Mill Machinery

OF EVERY TYPE AND SIZE
 CIRCULAR OR BAND MILLS

Send for New Catalog

Hill-Curtis Company, Kalamazoo, Mich.
 1440 No. Pitcher Street

Woodworking Concerns

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
 Minneapolis, Minn.

"For the love of Mike, discontinue my classified ad. I've so many replies I can't answer them all."

This party advertised timber for sale but we have letters from many others testifying to the efficiency of our

Classified Department

Don't let your odd stock accumulate. We can sell it for you. If you want to buy some special stock we can locate the manufacturer.

Send us your list of requirements for publication in the February 25th issue. It will pay you.

HARDWOOD RECORD

537 S. Dearborn St. Chicago, Ill.

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8, 4/4, 8/4, 12/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., white, 4/4-12/4", dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 3, 4/4", all wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

LOG RUN, 4/4, 8/4, 10/4 & 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., black & white, all thicknesses. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 4/4 & thicker, good wdths., 40% & btr. 14 & 16' long. H. A. HOOVER, South Bend, Ind.

ALL GRADES, 5/8", 4/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4-10/4". HARRY H. MAUS, So. Bend, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 10/4, 12/4, 16/4"; NO. 1 C. & SEL., 10/4, 12/4, 16/4", tough textured. NORTH VERNON LUMBER MILLS, North Vernon, Ind.

LOG RUN, 4/4", reg. wdths. & lgths., yr. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4, 8/4, 10/4, 12/4, 16/4"; FAS, 4/4", 4/4x8" & up; NO. 1 C., 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR., Chicago, Ill.

FAS, 4/4-8/4", reg. wdths. & lgths., 4-10 mos. dry. NO. 1 C. & BTR., white, 4/4-16/4", reg. wdths. & lgths., 4-10 mos. dry. NO. 1 C., 4/4-16/4", reg. wdths. & lgths., 4-10 mos. dry; NO. 2 C., 4/4-8/4", reg. wdths. & lgths., 4-10 mos. dry. JOHN M. WOODS CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry, northern stock, tough texture; FAS, white, 4/4, 14" & wider, std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/4, 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., 4-8 mos. dry. BEDNA YOUNG LUMBER CO., Jackson, Tenn.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2, 4/4", all wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., all thicknesses. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4", 6" & wider, 8' & longer, 12 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 2 & BTR., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4, 5/4". HARRY H. MAUS, So. Bend, Ind.

NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., yr. dry; NO. 2 C., 4/4, 5/4", reg. wdths. & lgths., yr. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

BEECH

NO. 2 C. & BTR., 4/4, 6/4, 8/4". HARRY H. MAUS, So. Bend, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16', 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", av. wdths. & lgths., dry, well mfgd. STRABLE LBR. & SALT CO., Saginaw, Mich.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 4/4, 8/4, 10/4", all wdths. & lgths., 2 yrs. dry; NO. 1 C. & SEL., all wdths. & lgths., 2 yrs. dry; NO. 2, 4/4, 5/4", all wdths. & lgths., 2 yrs. dry; NO. 3 4/4, 5/4",

all wdths. & lgths., 2 yrs. dry. FAS, 5/4, 6/4", all wdths. & lgths., 2 yrs. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 10/4, 12/4", 6" & wider, 8' & longer, yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 & BTR., 4/4, 5/4, 8/4, 10/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C., 4/4, 5/4, 6/4"; NO. 1 C. & BTR., 10/4, 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

SEL. & NO. 1 C. (28% select), 4/4", reg. wdths. & lgths., yr. dry; NO. 2 C., 4/4", reg. wdths. & lgths., yr. dry; NO. 2 C., 5/4", reg. wdths. & lgths., 8 mos. dry; NO. 1 C. & BTR., 6/4, 10/4", reg. wdths. & lgths., 8 mos. dry; NO. 1 C. & BTR. (60-70% FAS), 8/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., 4/4", 15% 10" & up, 50% 14 & 16', dry, high grade unselected; NO. 1 C., 4/4", wide, 50% 14 & 16' long, dry; NO. 1 C., 8/4", wide, good lgths., dry, high grade. STRABLE LUMBER & SALT CO., Saginaw, Mich.

FAS, 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., all thicknesses. G. ELIAS & BROS., INC., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COTTONWOOD

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60% 14 & 16', 8 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

FAS, 4/4"; NO. 1 C., 4/4". C. B. COLBORN, Memphis, Tenn.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4, 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", 6-12", reg. lgths.; NO. 1 C. & SEL., 4/4, 5/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NO. 1 C. & NO. 2 C., both 4/4", ran. wdths., 50-60% 14 & 16', 8 mos. & over dry. CULL & PECK, 4/4", ran. wdths., 50-60% 14 & 16', 8 mos. dry. THE BREECE MFG. CO., Arkansas City, Ark.

NO. 1 SHOP & BTR., 4/4, 5/4, 6/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., all thicknesses. G. ELIAS & BRO., Inc., Buffalo, N. Y.

FAS, 8/4", 16" & wider; FAS, 8/4", 6" & wider; SELS, 8/4", reg. wdths. & lgths.; NO. 1 SHOP, 8/4", reg. wdths. & lgths. HOLISTER-FRENCH LBR. CO., So. Bend, Ind.

SEL. & BTR., 4/4"; NO. 1 SHOP, 4/4". KING MILL & LBR. CO., Paducah, Ky.

FAS, 4/4, 5/4", reg. wdths. & lgths.; NO. 1 SHOP, 4/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4", 8", reg. lgths.; NO. 2 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; SELS, 5/4", reg. wdths. & lgths.; NO. 2 C., 4/4", 8", reg. lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 1 & 2 C., 6/4-12/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4", reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 8/4, 10/4, 12/4", 6" & wider, 8' & longer, yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

LOG RUN, 8/4, 10/4, 12/4", av. wdths. & lgths., 6 mos. dry. HARDWOOD MILLS LBR. CO., 53 W. Jackson Blvd., Chicago, Ill.

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., dry. H. A. HOOVER, So. Bend, Ind.

NO. 1 & BTR., 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

COM. & BTR., 12/4", reg. wdths. & lgths., yr. dry. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

NO. 2 & 3 C., 5/8". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

ELM—ROCK

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16', 8 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

FAS, NO. 2 C., both, 4/4", reg. wdths. & lgths., yr. dry. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

NO. 1 C. & SEL., 1/2", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C., 5/8, 6/4", reg. wdths. & lgths., 4-8 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 5/4". C. B. COLBORN, Memphis, Tenn.

FAS, 4/4, 8/4", reg. wdths. & lgths., yr. dry; NO. 1 C., 4/4, 6/4, 8/4", reg. wdths. & lgths., yr. dry; NO. 2 C., 4/4", reg. wdths. & lgths., yr. dry. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

NO. 1 C. & SEL., 4/4", reg. wdths., 50% 14 & 16', 6 mos. dry; NO. 1 C. & SEL., SND., 8/4, reg. wdths., 50% 14 & 16', 10 mos. dry; FAS, SND., 8/4", reg. wdths., 50% 14 & 16', 8 mos. dry; NO. 1 C. & BTR., 4/4", reg. wdths., 50% 14 & 16', 6 mos. dry (70% FAS, 20% NO. 1 C. & SEL.); FAS, NO. 1 C. & SEL., both 8/4", reg. wdths., 50% 14 & 16', 6 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C. & SEL., 3/4", reg. wdths. & lgths., dry; FAS, SND., 6/4", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C. & BTR., SND., 5/4, 8/4", reg. wdths. & lgths., 4-8 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 2 C., pl., 4/4", ran. wdths., 50-60% 14 & 16', 8 mos. & over dry; NO. 2 C. & BTR., pl., 6/4", ran. wdths., 50-60% 14 & 16', 8 mos. & over dry. THE BREECE MFG. CO., Arkansas City, Ark.

FAS, 8/4"; NO. 1 C., 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4, 5/4", reg. wdths. & lgths., yr. dry; NO. 2 C., 4/4, 5/4", reg. wdths. & lgths., yr. dry; NO. 1 C., 5/4", reg. wdths. & lgths., yr. dry. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

NO. 1 C. & SEL., 4/4", reg. wdths., 50% 14 & 16', 6 mos. dry; NO. 2 C., 4/4, reg. wdths., 50% 14 & 16', 8 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4", 6-12"; BX. BDS., FAS., 6-14"; NO. 1 C., 4/4"; NO. 2 C., 4/4"; NO. 2 & 3 C., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS 4/4", 10 1/2", 75% 14 & 16", yr. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

FAS, 5/8", reg. wdths. & lgths., dry; BX. BDS., 4/4", 13-17", reg. lgths., dry; NO. 1 C. & SEL., 5/8", reg. wdths. & lgths., dry; NO. 1 C. & SEL., NO. 2 C., NO. 3 C., all 4/4", reg.

HARDWOODS FOR SALE

wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4, 5/4", reg. wdths. & lgths.; FAS, 5/4, 6/4", reg. wdths. & lgths.; NO. 3 C., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, NO. 1 C., 4/4", reg. wdths. & lgths., 4-8 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., pl. & qtd. black, 4/4", reg. wdths. & lgths., 3 mos. & over dry; NO. 2 C., pl. & qtd. red, 4/4, 5/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 4/4", dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., tupelo, 4/4"; LOG RUN, R. & S., 4/4, 5/4, 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., pl. & qtd., 4/4-12/4", good wdths., 40% & BTR. 14 & 16", dry. H. A. HOOVER, So. Bend, Ind.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

BX. BDS., 4/4", 13-17" & 9-12", yr. dry; NO. 1 C., tupelo, 4/4", reg. wdths. & lgths., yr. dry; PANELS, sap, 4/4", 18" & up, yr. dry. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

NO. 2 C. & BTR., qtd. black, 4/4", good wdths., 60% 14 & 16", 6 mos. dry band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, qtd. black, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

BX. BDS., narrow, 4/4", 10 1/2" wide, 85% 14 & 16", yr. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

HACKBERRY

LOG RUN, 5/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

HICKORY

LOG RUN, 6/4, 8/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry; MILL RUN, pecan, 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. THE BREECE MFG. CO., Arkansas City, Ark.

NO. 1 C. & BTR., 5/4-8/4", dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4 to 16/4, reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

LOCUST

LOG RUN, 4/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

MAGNOLIA

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

* MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4", dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

FAS, 4/4", all wdths. & lgths., 2 yrs. dry; NO. 2 & BTR., 5/4", all wdths. & lgths., 2 yrs. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., all thicknesses. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 8/4, 10/4, 12/4", av. wdths. & lgths., 6 mos. dry. HARDWOOD MILLS LBR. CO., 53 W. Jackson Blvd., Chicago, Ill.

NO. 1 & BTR., 4/4, 8/4, 10/4, 12/4"; NO. 1 C. & SEL., 5/4, 6/4"; HIGH GRADE QTD., 5/4, 6/4, 8/4"; END PILED WHITE, 5/4, 6/4"; NO. 3 C., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 & 2 C., 4/4-6/4"; NO. 2 C. & BTR., 8/4, 10/4, 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

FAS (15% selects), 4/4", 6" & up, reg. lgths., yr. dry; NO. 1 & 2 C., 5/4", reg. wdths. & lgths., 10 mos. dry; NO. 1 C. & BTR., 5/4, 8/4, 10/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., high grade, 10/4", extra wide, 60% long, dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 1 C., 5/4, 8/4", dry; NO. 1 & 2 C., 10/4", dry; STRIPS, sap, 1x1, 5/4x4" & 5", dry; STEP PLANK, 6/4", dry. VON PLATEN-FOX CO., Iron Mountain, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4, 6/4 & 12/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., all thicknesses. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

LOG RUN, 15-20% NO. 2, 40% FAS, 8/4, 10/4", av. wdths. & lgths., worm holes no defect, band sawed, edged & trimmed. NORTH VERNON LBR. MILLS, North Vernon, Ind.

OAK—PLAIN RED

NO. 1 C., 3/4, 4/4, 5/4, 6/4", 8/4, 10/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 4 1/4-10 1/4", dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 to 6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4", 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4", 9", 60% 14 & 16", 6 mos. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

NO. 1 C. & SEL., 3/8, 3/4", reg. wdths. & lgths., dry; NO. 2 C., 3/8", 1/2, 5/8, 3/4", reg. wdths. & lgths., dry; NO. 3 C., 3/8, 5/8, 3/4, 4/4", reg. wdths. & lgths., dry; SD. WORMY, 4/4", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/4 & 6/4", reg. wdths. & lgths., 4 to 8 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., 4-8 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 4/4-10/4", dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4", 8" long. C. B. COLBORN, Memphis, Tenn.

NO. 2 C. & BTR., 5/8 to 6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 3/8, 1/2, 5/8", reg. wdths. & lgths., dry; NO. 2 C., 5/8", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/4, 6/4", reg. wdths. & lgths., 4-8 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 5/8 to 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 5/8", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C., 4/4, 5/4, 6/4"; FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., 4-8 mos. dry. BEDNA YOUNG LBR. CO., Memphis, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., qtd., R. & W., 4/4, 5/4", reg. wdths. & lgths., 6 mos. & over dry; NO. 1 C. & BTR. SD. WORMY, 3/4, 4/4, 5/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

SD. WORMY, COM. & BTR., TRAM PLANK, NO. 3 C., all pl. 8/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

NO. 1 C. & BTR., pl., R. & W., 4/4". C. B. COLBORN, Memphis, Tenn.

SD. WORMY, 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, R. & W., 4/4, 5/4, 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4", 40% & btr. 14 & 16" long; yr. & over dry. H. A. HOOVER, South Bend, Ind.

LOG RUN, 12/4", reg. wdths. & lgths., yr. dry. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

NO. 1 C. MIXED, 4/4, 8/4". KING MILL & LUMBER CO., Paducah, Ky.

NO. 1 C. & BTR., R. & W., 4 1/4, 5 1/4". HARRY H. MAUS, So. Bend, Ind.

POPLAR

NO. 1 C. & BTR., 4/4-8/4", dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

LOG RUN, 12/4", reg. wdths. & lgths., yr. dry. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

NO. 2 C. & BTR., 4/4, 5/4", good wdths., 50% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., 16/4", 10" wide, largely 12" long, yr. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8-4/4", reg. wdths. & lgths., 4-8 mos. dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 1 C. & BTR., pl., 5/8, 4/4, 6/4"; NO. 2 C. & BTR., pl., 5/4, 10/4"; NO. 2 C. & BTR., qtd., 5/8"; NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4". All thoroughly dry, band sawn and equalized. ANDERSON-TULLY CO., Memphis, Tenn.

LOG RUN, qtd. 4/4", ran. wdths., 50-60% 14 & 16", 8 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

LOG RUN, 5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

LOG RUN, 8/4, 12/4", av. wdths. & lgths., 6 mos. dry. HARDWOOD MILLS LBR. CO., 53 W. Jackson Blvd., Chicago, Ill.

FAS, qtd., 5/8", 4/4"; NO. 1 C. & SEL., qtd., 5/8, 4/4"; FAS, pl., 5/8"; NO. 1 C. & SEL., pl., 5/8"; NO. 2 C., pl., 5/8"; LOG RUN, pl., 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

WALNUT

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

HARDWOODS FOR SALE

MISCELLANEOUS DIMENSION STOCK GUM

CLEAR SAP SQUARES, 2x2-30, 2½x2½-30";
CLEAR RED SQUARES, 2½x2½x20" & 2x2-
20". C. B. COLBORN, Memphis, Tenn.

HEMLOCK

LATH, NO. 1, 4'; NO. 2, 4", also 32" lath.
CHAS. W. FISH LBR. CO., Elcho, Wis.

PINE—WHITE

NO. 3 & BTR., 4'4, 5'4, 6'4, 8'4"; NO. 1 &
BTR., 12'4". CHAS. W. FISH LBR. CO.,
Elcho, Wis.

SHINGLES

WHITE CEDAR, Extra *A*, Std., SD.
BUTTS. CHAS. W. FISH LBR. CO., Elcho,
Wis.

VENEER—FACE

ASH

LOG RUN, brown, 1/20, 1/16, 1/8, 6-36",
48-86". UNDERWOOD VENEER CO., Wau-
sau, Wis.

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO
MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/16, 1/8, 6-36", 48-86". UNDER-
WOOD VENEER CO., Wausau, Wis.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long.
GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN,
1/16", 6-36", 50-92". CHICAGO MILL & LBR.
CO., Chicago, Ill.

LOG RUN, 1/20", 1/16", 1/8", 6-36", 48-86".
UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1/20", 6-36",
48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98",
75%", 86" or over long. VENEER MFRS. CO.,
1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long,
1/16", 1/20", 12-30" wide, 62-96" long; ROTARY
CUT, red, 12-30" wide, 86-96" long. GEO. L.
WAETJEN & CO., Milwaukee, Wis.

ELM

LOG RUN, 1/16", 1/8", 6-36", 48-86". UN-
DERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98.
VENEER MANUFACTURERS CO., 1036 W.
37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle
bundled; SHEET STOCK, 3/16", 6-36", 38-98",
shingle bundled; SHEET STOCK, 1/8", 6-36",
50-98"; SHEET STOCK, 1/16", 6-36", 44-98";
SHEET STOCK, 1/20", 6-36", 50-98". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long,
6-36" wide, 1/28-1/8" thicknesses, or to dimen-
sions. LOUISVILLE VENEER MILLS,
Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97",
1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36,
48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO.,
1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long.
GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16,
6-36", 50-92"; SHEET STOCK, 1/20", 6-36",
49-98". CHICAGO MILL & LBR. CO., Chicago,
Ill.

FLITCH STOCK, sliced qtd., figured, 6-13"
long x 6" & up, 1/24" thickness; FLITCH
STOCK, sawed qtd., fig., 6-16" long x 6" & up

wide, 1/8" thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92",
1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and
over long. VENEER MFRS. CO., 1036 W. 37th
St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96"
long. GEO. L. WAETJEN & CO., Milwaukee,
Wis.

EVERYTHING in African mahogany veneer
plain, striped, mottled. WILLIAMSON VE-
NEER CO. MILLS, Baltimore, Md. Sales
Branches: 28 E. Jackson Blvd., Chicago, Ill.;
41st & 6th Ave., New York, N. Y.; High Point
N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

SLICED, striped, plain, mottled, std. 1/28"
thickness. LOUISVILLE VENEER MILLS,
Louisville, Ky.

EVERYTHING in African mahogany veneer,
plain, striped, mottled. WILLIAMSON VE-
NEER CO. MILLS, Baltimore, Md. Sales
Branches: 28 E. Jackson Blvd., Chicago, Ill.;
41st & 6th Ave., New York, N. Y.; High Point,
N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN,
1/20", 6-36", 40-96". CHICAGO MILL & LBR
CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98";
SHEET STOCK, red, 1/20", 6-36", 38-86";
SHEET STOCK, white, 1/8", 6-36", 44-98";
SHEET STOCK, 1/20", 6-36", 38-96". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98"
long x 6-30" wide, 1/20-1/8" thickness; FLITCH
STOCK, white, sawed qtd., 10-14" long x 6" &
up wide, 1/20-1/8" thickness; SHEET STOCK,
red, rotary cut, pl., 48-98" long x 6-36" wide,
1/20-1/8"; FLITCH STOCK, red, sawed qtd.,
10-14" long x 6" & up wide, 1/20-1/8" thick-
nesses. LOUISVILLE VENEER MILLS,
Louisville, Ky.

LOG RUN, white, 1/16, 1/8, 6-36, 48-86,
UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET
STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over
long. VENEER MFRS. CO., 1036 W. 37th St.,
Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96"
long; ROTARY CUT, white, 1/8", 6-36" wide,
62-96" long. GEO. L. WAETJEN & CO., Mil-
waukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16,
8/30" wide, 4-10' long. WILLIAMSON VE-
NEER CO. MILLS, Baltimore, Md. Sales
Branches, 28 E. Jackson, Chicago, Ill.; 41st &
6th Ave., New York, N. Y.; High Point, N. C.;
Jamestown, N. Y.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80";
1/16", yellow, 6-36", 38-98". CHICAGO MILL
& LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75%
86 & over long. VENEER MFRS. CO., 1036
W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG
RUN, 1/16", 6-36", 74-86"; SHEET STOCK,
1/20", 6-36", 50-92". CHICAGO MILL & LBR.
CO., Chicago, Ill.

SHEET STOCK, rotary cut, 48-98" long x
6-36" wide, 1/28-1/8" thicknesses or to dimen-
sion; FLITCH STOCK, sawed & sliced, 1/16-
1/8" thicknesses. LOUISVILLE VENEER
MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36,
56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98.
VENEER MFRS. CO., 1036 W. 37th St., Chi-
cago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96"
long; ROTARY CUT, 1/16", 6-48" wide, 55-96"
long; ROTARY CUT, 1/8", 6-36" wide, 66-96"

long; ROTARY CUT, 3/16", 1/4" 6-36" wide,
36-96" long. GEO. L. WAETJEN & CO., Mil-
waukee, Wis.

EVERYTHING in poplar veneers, dimension
& sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16,
nothing thicker than 1/8. WILLIAMSON VE-
NEER CO., Mills, Baltimore, Md. Sales
Branches: 28 E. Jackson, Chicago, Ill.; 41st &
6th Ave., New York, N. Y.; High Point, N. C.;
Jamestown, N. Y.

WALNUT

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne,
Ind.

TABLE TOP STOCK, 4/4, 4" & up, 43-46-49",
4 mos. dry. HUFF-STICKLER LBR. CO., So.
Bend, Ind.

EVERYTHING in walnut veneers. Butts,
sliced, half round, rotary cut. WILLIAMSON
VENEER CO., Mills, Baltimore, Md. Sales
Branches: 28 E. Jackson Blvd., Chicago, Ill.;
41st & 6th Ave., New York, N. Y.; High Point,
N. C.; Jamestown, N. Y.

FLITCH STOCK, sliced half round, full
rotary; std., 1/28" thicknesses. LOUISVILLE
VENEER MILLS, Louisville, Ky.

CROSS BANDING AND BACKING BIRCH

CROSS BANDING, 1/28, 1/24, 1/20, cut to
size. UNDERWOOD VENEER CO., Wausau,
Wis.

GUM

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, 144x28 & 42. R. C. CLARK
VENEER CO., 1650 Besley Court, Chicago,
Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4",
G2S, stock sizes. E. V. KNIGHT PLYWOOD
SALES CO., New Albany, Ind.

THREE PLY, brown, G1S, qtd. 24", 72" &
G2S, 1/4, 24", 72". UNDERWOOD VENEER
CO., Wausau, Wis.

BIRCH

THREE & FIVE PLY, pl. & curly. R. C.
CLARK VENEER CO., 1650 Besley Court,
Chicago, Ill.

THREE PLY, 1/4x24x48, G2S; FIVE PLY,
1/4x36x72, G1S, 1/4x30x72, G2S, 1/4x30x72, G2S.
HANSON-WARD VENEER CO., Bay City,
Mich.

THREE PLY, 1/4", G1S, & THREE PLY,
1/4", G2S, stock sizes. E. V. KNIGHT PLY-
WOOD SALES CO., New Albany, Ind.

THREE PLY, G1S, 1/4", 24", 72" & 30", 72";
G2S, 5/16, 24-72, & 5/16, 30-72". UNDER-
WOOD VENEER CO., Wausau, Wis.

FIR

DRAWER BOTTOMS, BACKING, G1&2S,
THREE PLY, 1/4", 3/8" & 3/7"—also three ply
door panels. R. C. CLARK VENEER CO.,
1650 Besley Court, Chicago, Ill.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S,
1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-
WARD VENEER CO., Bay City, Mich.

THREE PLY, 3/16", 1/8", G1S, stock sizes.
E. V. KNIGHT PLYWOOD SALES CO., New
Albany, Ind.

GUM

THREE PLY, pl. & fig. 1/4", 3/8". R. C.
CLARK VENEER CO., 1650 Besley Court, Chi-
cago, Ill.

Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

Lower Peninsula Hardwoods

MAPLE	
4/4 No. 1 C. & B., Qtd. Sawn	75,000'
6/4 No. 1 C. & B., about 10% No. 2 Com.	20,000'
4/4 No. 1 C. & B., 10" & wider No. 3 Common	900,000'
5/8 No. 2 C. & B.	50,000'
5/8 No. 3 Common	100,000'
6/4 No. 2 C. & B.	70,000'

SOFT ELM	
4/4 No. 2 C. & B.	125,000'
10/4 No. 2 C. & B.	35,000'
4/4 No. 3 Common	12,000'

BASSWOOD	
4/4 Full Log Run	80,000'
5/4 End Dried White	10,000'

BIRCH	
4/4 Full Log Run	18,000'
4/4 No. 2 Common	75,000'

CAN SHIP PROMPTLY

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

COMPLETE PLANING MILL FACILITIES

Barr-Holaday Lumber Company

MANUFACTURERS OF HIGH GRADE

Southern Hardwoods

Main Office.....Greenfield, Ohio

Band MillLouise, Mississippi

Branch Office .Indianapolis, Indiana

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK		PLAIN MIXED OAK	
4/4" No. 1 Common	3 cars	3/4" No. 2 Common	1 car
5/4" No. 1 Common	1 car	3/4" Sound Wormy	2 cars
QUARTERED RED OAK		4/4" Sound Wormy	5 cars
4/4" No. 1 Com. & Btr.	4 cars	5/4" Sound Wormy	3 cars
5/4" No. 1 Common	1 car	6/4" Sound Wormy	1 car
PLAIN RED OAK		QTD. & PLAIN RED GUM	
5/8" No. 1 Com. & Btr.	1 car	4/4" No. 2 Common	2 cars
4/4" No. 1 Com. & Btr.	3 cars	5/4" No. 2 Common	2 cars
10/4" No. 1 Com. & Btr.	1 car	QUARTERED SAP GUM	
4/4" No. 1 & No. 2 C.	2 cars	6/4" No. 1 Com. & Btr.	2 cars
3/4" No. 1 & No. 2 C.	4 cars	8/4" No. 1 Com. & Btr.	2 cars
6/4" No. 1 & No. 2 C.	4 cars	QTD. & PLAIN BLACK GUM	
8/4" No. 1 & No. 2 C.	2 cars	4/4" No. 1 Com. & Btr.	4 cars
10/4" No. 1 & No. 2 C.	2 cars	ELM	
HICKORY		10/4" No. 2 Com. & Btr.	1 car
8/4" No. 2 Com. & Btr.	2 cars	12/4" No. 2 Com. & Btr.	2 cars
10/4" No. 2 Com. & Btr.	1 car	6/4" No. 2 Common	3 cars
8/4" No. 2 Common	1 car		

WHAT DO YOU WANT?

We can satisfy the most exacting requirements in

CYPRESS WHITE ASH
RED AND WHITE OAK RED AND SAP GUM
YELLOW POPLAR
LONG AND SHORT LEAF YELLOW PINE

J. M. Dasher Lumber Co.

MANUFACTURERS AND DEALERS

HARDWOOD AND YELLOW PINE LUMBER
404-405 BIBB REALTY BUILDING
MACON, GA.

R. HANSON & SONS, Grayling, Mich.

UNSOLD BEECH

360M	70M	200M
4/4..No. 2 & Bet.	6/4..No. 2 & Bet.	6/4..No. 3 Com.

SEND US YOUR INQUIRIES

FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 5/16", G1S, stock sizes; THREE PLY, qtd. red, 1/4", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARD MAPLE

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S, 1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-WARD VENEER CO., Bay City, Mich.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

PLAIN RED, FIVE PLY, 1/4x36x60, 1S, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x60, 2S, 3/8x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

Exporters of All Kinds of
HARDWOOD LUMBER

SEVERAL THOUSAND LUMBERMEN

are using our Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD

CHICAGO

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

YELLOW PINE

FIVE PLY, 1/4x36x72, 1S, 3/8x36x72, 1S, 3/8x24x72, 2S, 3/8x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/4", G1S, G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

"USE OAK"

* Has Individual Display Ad on Page Designated.

Oak timber suitable for the manufacture of quarter-sawn veneer is becoming exceedingly scarce and hard to find.

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber. Oak Timbers and small Oak Dimension. For the very best, write
AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2-11)

Anderson-Tully Co.

Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Oak living room furniture in period styles, antique finish, was popular in the July markets.

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 63) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, OHIO

OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak

These are a few of the many species of oak in commercial use

(*See page 10)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquill, Ark.

(*See page 41)

Veneers and Hardwood Lumber

Hoffman Brothers Company

Manufacturer Ft. Wayne, Ind.

Hardwood Price Readjustments have helped Oak come back as a furniture wood.

Some of the finest dining room furniture shown on the January markets was of oak.

Oak is the standard by which other lumbers are judged. It is the "Old Reliable."

J. M. Jones Lumber Company

Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

The largest remaining stand of hardwood timber, the appalachian region, contains a heavy percentage of oak.

We Manufacture Hardwood Lumber

C. & W. Kramer Company

Richmond, Indiana

Oak is showing a steady gain in popularity as a cabinet wood.

(*See page 68)

Miller Lumber Company

Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 53)

Manufacturers of Hardwood Lumber and Flooring

The Mowbray & Robinson Company

Cincinnati, Ohio

NATIONAL LUMBER COMPANY

HARDWOODS
WIDE ALL IN
NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(*See page 9)

Pritchard-Wheeler Lumber Co.

Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company

Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties

Quarter-sawn White Oak, Plain Red and White Oak

C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

W. M. Ritter Lumber Company

Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

The name "Oak," from time immemorial, has been the symbol of strength and reliability.

(*See page —)

W. P. Brown & Sons Lumber Co.

9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

OAK IS SUPREME IN THE MANUFACTURE OF CHURCH FURNITURE.

Oak combines more strength with more beauty than any other wood grown.

We have for fall shipment large stock of 10/4 and 12/4 C. & B. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

EAKIN LUMBER COMPANY

Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY

BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 10)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

(*See page 25)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)

Long-Knight Lumber Co.

Indianapolis, Ind.

Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company

Terre Haute, Indiana
Oak for Wagon—Chalm—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills

R. MANKIN & COMPANY

HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—

Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(*See page 10)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

ADS ON "USE OAK" PAGE OF
HARDWOOD RECORD
GET RESULTS

(*See page 63)

Salt Lick Lumber Company

Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company

TEXARKANA, TEXAS

Annual Capacity of Our Hardwood Mills
15,000,000 Feet

The depression of lumber prices is expected to have no permanent effect on oak veneer because of scarcity of its cut.

(*See page —)

We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-BOACH LUMBER CO., INDIANA
Manufacturer Seymour,

"The Oak Is the Most Majestic of Forest Trees."—London.

A. B. C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tachody Lumber Company,
Manufacturer, Kansas City, MISSOURI

WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always

WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page 27)

Fine Veneers and Hardwood Lumber

Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company

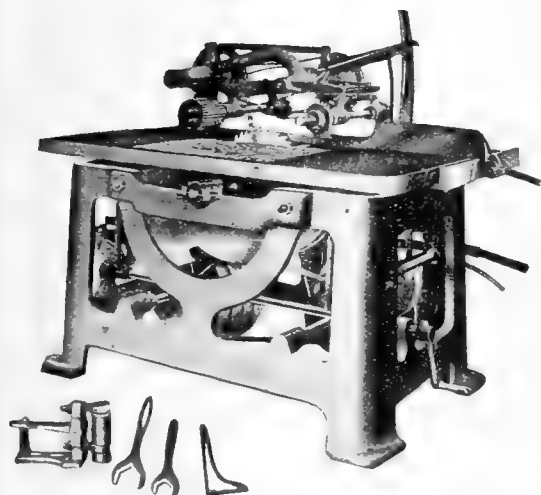
Coal Grove, Ohio
Manufacturer

→ For Greatest Range of Uses ←

and

Easiest Handling

buy the



Hoosier Self-Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured Exclusively by

THE SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill, has sold hundreds of users already—you will be another if you will let us tell you all about it—Will you?

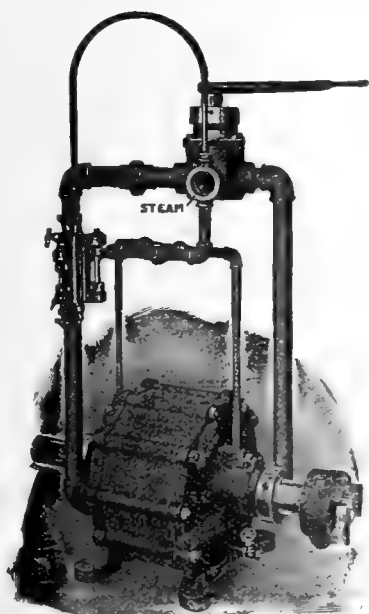
On the SAWYER

depends the getting out of lumber at least cost.

Give him a

SOULE STEAM-FEED

and he will cut more lumber with the same payroll.



CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS

Box 352

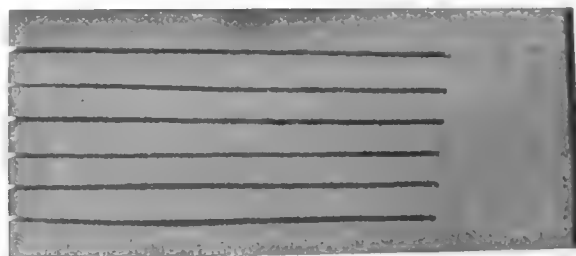
MERIDIAN, MISS.

Nothing Special

BUT NEVERTHELESS INTERESTING

10/4 Curly Maple

Dried in 18 days without degrade



Our stock is made of this stock dried at

**Berkey & Gay
Furniture Co.**

IN

GRAND RAPIDS VAPOR KILNS

Grand Rapids, Michigan

CHICAGO

The World's Greatest Lumber
and Woodworking Center



TURN TO THE
CLASSIFIED PAGES
10 to 1

you will find something that will
interest you. May we serve you
through their medium?

CLARENCE BOYLE

ESTABLISHED 1850 INCORPORATED 1913

MANUFACTURERS
AND WHOLESALERS

**Southern Hardwoods
and Cypress**

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

Michigan Hardwoods

Dry Stock January, 1922

BASSWOOD

1x6½ to 11½ FAS.....	130M
1x11¾ & up FAS.....	30M
1x4 Clear	9M
1x5½ & up Selects.....	110M
1x4 No. 1 Common.....	35M
1x6 No. 1 Common.....	80M
1x7 & up No. 1 Common.....	80M
4/4 No. 2 Common.....	30M
4/4 No. 3 Common.....	53M

GRAY ELM

4/4 FAS	20M
1x10 & up FAS.....	40M
6/4 No. 1 Common & Better...	79M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

VON PLATEN-FOX CO.

MANUFACTURERS OF
NORTHERN WOODS

Offer the following DRY HARD MAPLE

1x4 Sap Strips.....	60 M	6/4 Step Plank	12 M
5/4x4 & 5 Sap Strips.....	16 M	8/4 No. 1 Common.....	50 M
5/4 No. 1 Common.....	350 M	10/4 No. 1 & 2 Common....	75 M

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Bldg.

CHICAGO OFFICE
1329 Peoples Gas Bldg.



SOFT TEXTURED MISSOURI YELLOW CYPRESS

SPECIALS FOR IMMEDIATE SHIPMENT

Anyone acquainted with Cypress knows that it is one of the most durable of woods and in the Missouri Yellow variety it works easily and has an attractive grain. In the lower grades our lumber is remarkably free of peck and shake, reducing waste to a minimum, and taking into consideration the fact that our grades are Supreme, the few Specials we list below should appeal to Industrials and the Retail Yard trade.

	Months Dry	Average Width	14' & 16' Lengths
20,000' 4/4 1s&2s.....	10	12"	80%
18,000' 5/4 1s&2s.....	10	12"	80%
7,000' 8/4 1s&2s.....	10	12"	90%
50,000' 6/4 Selects.....	10	8"	75%
100,000' 4/4 No. 1 Shop...	10	8"	80%
200,000' 4/4 No. 1 C.....	8	7 1/2"	85%
200,000' 4/4 No. 2 C.....	8	7"	80%
100,000' 4/4x9" No. 1 C....	8		90%
100,000' 4/4x10" No. 1 C....	8		90%
100,000' 4/4x8" No. 2 C....	8		90%
100,000' 5/4 No. 1 C.....	8	7 1/2"	90%
100,000' 6/4 No. 1 C.....	8	7 1/2"	90%

Note that each item shows number of months on sticks, approximate average widths and percentage, 14' and 16' lengths

WRITE FOR VERY ATTRACTIVE PRICES

WISCONSIN LUMBER COMPANY

MANUFACTURERS SOUTHERN HARDWOOD

BAND MILLS
DEERING, MISSOURI

SALES OFFICE
CHICAGO, ILLINOIS

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**

L'ANSE, MICHIGAN

**Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple**

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

**Miller
Lumber
Co.**

MARIANNA, ARKANSAS

*2 Band Mills
100,000 feet Daily Capacity*



Aardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, FEBRUARY 25, 1922

Subscription \$2
Vol. LII, No. 9

With our normal stock of twenty-five million feet on sticks, and our annual capacity of sixty million feet of Southern Hardwoods, principally GUM and OAK, an order placed with us, of any size and character, insures
QUALITY, SERVICE and CO-OPERATION



Panola Lumber & Manufacturing Co. Pritchard-Wheeler Lumber Co. Kellogg Lumber Company

GENERAL OFFICES:
Bank of Commerce & Trust Company Building
Memphis, Tennessee

MILLS:
BATESVILLE, MISSISSIPPI MADISON, ARKANSAS
WISNER, LOUISIANA FONDALE, LOUISIANA

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

QUALITY
GOLDEN RULE
SERVICE

THE ANDERSON-TULLY CO.

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

Seventy Million Feet a Year

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

BASSWOOD

Thoroughly Dry

1x4"	4-16' Clear	100M ft.
1x5"	4-16' Clear	75M ft.
1x6&w.	8-16' First and Seconds	300M ft.
1x11&w.	8-16' Box Boards	150M ft.
1x4&w.	4-16' No. 1 Common	500M ft.
1x4&w.	4-16' No. 2 Common	200M ft.
5/4x6&w.	8-16' First and Seconds	100M ft.
5/4x4&w.	4-16' Select White Piano Key Stock	125M ft.
5/4x4&w.	4-16' No. 1 Common	300M ft.
5/4x4&w.	4-16' No. 2 Common	150M ft.
6/4x6&w.	8-16' First and Seconds	75M ft.
6/4x4&w.	4-16' No. 1 Common	300M ft.
6/4x4&w.	4-16' No. 2 Common	150M ft.
8/4x6&w.	8-16' First and Seconds	65M ft.
8/4x4&w.	4-16' No. 1 Common	225M ft.
8/4x4&w.	4-16' No. 2 Common	165M ft.
10/4	No. 2 Common & Better	65M ft.
12/4	No. 2 Common & Better	65M ft.
14/4	No. 2 Common & Better	40M ft.
16/4	No. 2 Common & Better	13M ft.

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS

Mason-Donaldson Lumber Company

RHINELANDER, WISCONSIN

Manufacturers of

Northern Hardwoods
PINE, HEMLOCK & TAMARACK

SOFT ELM		1 1/2" Selects Nos. 1 & 2	
4 1/2" FAS	1 1/2"	8 1/2" No. 1 C & B	75M'
4 1/2" Selects & No. 1	1 1/2"	8 1/2" No. 2 C & B	100M'
4 1/2" & 2 Com.	1 1/2"	10 1/2" No. 1 C & B	125M'
8 1/2" No. 2 C & B	1 1/2"	12 1/2" No. 2 C & B	75M'
BIRCH		SOFT MAPLE	
4 1/2" No. 1 C & B	25M'	4 1/2" No. 2 C & B	2 1/2" C & B
4 1/2" No. 2 C & B	150M'	4 1/2" No. 2 C & B	3 1/2" C & B
5 1/2" No. 1 C & B	75M'	BASSWOOD	
5 1/2" No. 2 C & B	85M'	4 1/2" No. 1 C & B	65M'
6 1/2" No. 1 C & 2 Com.	125M'	4 1/2" No. 2 C & B	80M'
12 1/2" No. 2 C & B	85M'	4 1/2" No. 2 C & B	1 1/2" C & B
HARD MAPLE		4 1/2" No. 2 C & B	2 1/2" C & B
1 1/2" Selects Nos. 1 & 2	1 1/2"	4 1/2" No. 2 C & B	2 1/2" C & B
2 Com.	1 1/2"		

MODERN PLANING MILL IN CONNECTION

YOUR INQUIRIES SOLICITED

FOR QUICK SALE

SOUTHERN HARDWOODS

AT OUR MEMPHIS & LITTLE ROCK MILLS

4 4" FAS Qtd. White Oak	50M'
4 4" FAS Plain White Oak	50M'
5 4" FAS Qtd. White Oak	30M'
5 4" No. 1 Common Qtd. White Oak	30M'
5 4" FAS Plain White Oak	50M'
3 4x9" and wider No. 1 Com. Plain White Oak	50M'
5 4" No. 1 Common Plain White Oak	50M'
8 4" FAS Plain Red Oak	50M'
5 4" No. 2 Common Plain White Oak	50M'
4 4" FAS Qtd. Red Gum	40M'
5 4" FAS Qtd. Red Gum	30M'
8 4" FAS Qtd. Red Gum	65M'
6 4" No. 1 Common Qtd. Red Gum	30M'
8 4" No. 1 Common Qtd. Red Gum	75M'
4 4" FAS Qtd. Sap Gum	60M'
8 4" FAS Qtd. Sap Gum	50M'
8 4" No. 1 Common Qtd. Sap Gum	50M'
4 4" FAS Plain Sap Gum	90M'



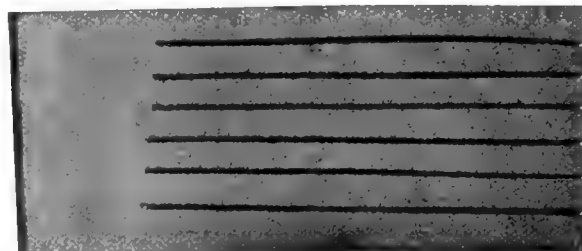
E. L. Bruce Co.
MANUFACTURERS
MEMPHIS TENNESSEE

Nothing Special

BUT NEVERTHELESS INTERESTING

10/4 Curly Maple

Dried to 5% in 18 days without degrade



Not shown resaw test of this stock dried at

**Berkey & Gay
Furniture Co.**

IN

GRAND RAPIDS VAPOR KILNS

Grand Rapids, Michigan

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

SOUTH BEND firms are recognized as having been built on conservative, sound lines. The distinctive advantages of South Bend, its seven railroads, its unusual mail, 'phone and wire facilities, constitute a real service for the buyer. His order placed with South Bend firms, can and will be correctly shipped and followed through with personal attention right into his shop and with a high standard of business ethics governing every detail of the transaction.

The Powell-Myers Lumber Co.

MANUFACTURERS

Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension

RED and SAP GUM

The Soft Delta Kind. All thickness and grades.
WRITE

The Hyde Lumber Co.

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of

HARDWOOD LUMBER

MILLS AND YARDS IN TENNESSEE

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

The E & W Lumber Company

NORTHERN and SOUTHERN

HARDWOODS

MILL: EDWARDSBURG, MICHIGAN

The Woodruff-Powell Lumber Co.

SPECIALIZING IN

POPLAR and WALNUT

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

Concentrating Yards:

Cairo, Illinois, and Troy, Tennessee

HEAVY OAK IS OUR SPECIALTY

H. A. HOOVER

Manufacturer and Wholesaler

Northern and Southern Hardwoods

THICK STOCK A SPECIALTY

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND

SOUTH BEND, INDIANA

HARDWOODS AND YELLOW PINE

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods

BAND MILL, LAPORTE, INDIANA



THICK BIRCH

Anything in northern hardwoods, pine and hemlock. Look over the following specials.

5/4	Selects and Better Birch...	2 Cars
6/4	Selects and Better Birch...	2 Cars
8/4	Selects and Better Birch...	2 Cars
8/4	No. 1 C&B Hard Maple...	3 Cars
8/4	Sel. & Bet. Hard Maple...	1 Car
6/4	No. 1 C&B Hard Maple...	5 Cars
5/4	No. 2 Birch	5 Cars
4/4	No. 2 Birch	7 Cars
4/4	No. 2 C. dry Hard Maple...	4 Cars
8/4	No. 1 C&B S. Gray Elm...	10 Cars

Our pine runs to exceptionally good widths and lengths, is thoroughly dry. Can be milled.

OUR thoroughly assorted stock of birch 4/4" and up is likely to prove a Godsend to many buyers after inventory season. It is thoroughly seasoned and well assorted for widths and lengths. As one means of eliminating lumber worries for 1922, get in touch with our organization. A 100,000,000 feet annual capacity, complete planing mill facilities and unusual arrangements for cutting special stock in hardwood and hemlock make a strong combination for any buyer.

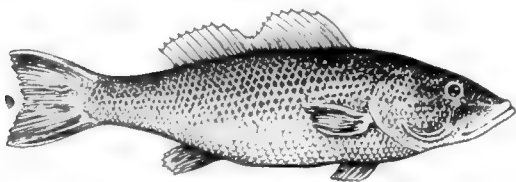
buy from fish

BRANCH OFFICES

Chicago

Rockford

Grand Rapids



CHARLES W. FISH LUMBER CO., ELCHO, WIS.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

Partial List Dry Stock

PLAIN SAP GUM		PLAIN RED GUM	
6 1/4" FAS	2 cars	6 1/4" No. 1 Common	1 car
QUARTERED SAP GUM		6 1/4" No. 1 Com. & Btr.	1 car
5 1/4" FAS	2 cars	ELM	
4 1/4" FAS	3 cars	10 1/4" Log Run	1 car
4 1/4" No. 1 Common	4 cars	MAPLE	
PLAIN BLACK GUM		10 1/4" Log Run	1 car
6 1/4" No. 1 Com. & Btr.	1 car	CYPRESS	
QUARTERED RED GUM		5 1/4" FAS	1 car
8 1/4" No. 1 Com. & Btr.	5 cars	6 1/4" FAS	2 cars
6 1/4" No. 1 Com. & Btr.	1 car	8 1/4" FAS	2 cars
PLAIN RED GUM, S. N. D.		10 1/4" FAS	1 car

Stillions-Mingea Lumber Co.

Mill: Rome, Miss. Sales Office: Memphis, Tenn.

QUARTERED WHITE OAK		10 1/4" Log Run	85,000'
4 1/4" FAS	28,000'	ELM	
4 1/4" No. 1 Common	46,000'	12 1/4" Log Run	108,000'
4 1/4" No. 2 Common	45,000'	10 1/4" Log Run	84,000'
5 1/4" FAS	14,000'	5 1/4" Log Run	50,000'
5 1/4" No. 1 Common	20,300'	4 1/4" Log Run	24,000'
6 1/4" FAS	11,000'	MAPLE	
6 1/4" No. 1 Common	16,000'	10 1/4" Log Run	65,000'
8 1/4" FAS	4,000'	8 1/4" Log Run	30,000'
8 1/4" No. 1 Common	24,000'	4 1/4" Log Run	20,000'
QUARTERED RED OAK		ASH	
4 1/4" FAS	16,000'	16 1/4" Com. & Btr.	30,000'
4 1/4" No. 1 Common	38,000'	12 1/4" Com. & Btr.	82,000'
PLAIN RED OAK		10 1/4" Com. & Btr.	80,000'
3 1/4" FAS	35,000'	8 1/4" Com. & Btr.	73,000'
4 1/4" Com. & Btr.	48,000'	8 1/4" No. 2 Common	14,000'
4 1/4" Sound Wormy	65,000'	6 1/4" Com. & Btr.	25,000'
5 1/4" Com. & Btr.	44,000'	6 1/4" No. 2 Common	15,000'
8 1/4" No. 1 Common	11,000'	5 1/4" No. 1 & No. 2 Com.	35,000'
SYCAMORE		4 1/4" No. 1 Common	38,000'
4 1/4" Log Run	35,000'	4 1/4" No. 2 Common	45,000'
6 1/4" Log Run	20,000'	4 1/4" No. 3 Common	17,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

COTTONWOOD		QUARTERED SAP GUM	
4 1/4" BB, 9-12", 8 mo.	2 cars	8 1/4" Com. & Btr., 6 mo.	4 cars
4 1/4" BB, 13-17", 8 mo.	2 cars	TUPELO	
4 1/4" FAS, 6-12", 8 mo.	3 cars	4 1/4" FAS, 12 mo.	3 cars
4 1/4" No. 1 Com., 8 mo.	4 cars	4 1/4" No. 1 Com., 12 mo.	5 cars
5 1/4" No. 1 Com., 8 mo.	5 cars	PLAIN RED OAK	
PLAIN RED GUM		5 1/4" No. 1 Com., 12 mo.	4 cars
4 1/4" No. 1 Com., 6 mo.	1 car	SYCAMORE	
5 1/4" No. 1 Com., 6 mo.	2 cars	10 1/4" Com. & Btr., 12 mo.	2 cars
QUARTERED RED GUM		MAPLE	
6 1/4" No. 1 Com., 6 mo.	1 car	8 1/4" Log Run, 12 mo.	1 car
8 1/4" Com. & Btr., 6 mo.	3 cars	10 1/4" Log Run, 12 mo.	1 car
PLAIN SAP GUM		CYPRESS	
4 1/4" FAS, 10 mo.	3 cars	8 1/4" FAS, 8 mo.	1 car
4 1/4" No. 1 Com., 10 mo.	8 cars	8 1/4" Select, 8 mo.	1 car
4 1/4" No. 2 Com., 10 mo.	3 cars	8 1/4" No. 1 Shop, 8 mo.	1 car
5 1/4" FAS, 12 mo.	3 cars	4 1/4" No. 1 Shop, 8 mo.	2 cars
6 1/4" FAS, 12 mo.	1 car	4 1/4" No. 1 Com., 8 mo.	3 cars
6 1/4" No. 1 Com., 12 mo.	5 cars		

Johnson Bros. Hdwd. Co.

QUARTERED WHITE OAK		5 1/4" 1s & 2s	18,000'
5 1/8" No. 1 Com. & Btr.	80,000'	5 1/4" No. 1 Com.	15,000'
4 1/4" 1s & 2s	15,000'	6 1/4" No. 1 Com.	75,000'
4 1/4" No. 1 & No. 2 Com.	200,000'	6 1/4" No. 2 Common	250,000'
5 1/4" No. 1 Com. & Btr.	17,000'	QUARTERED SAP GUM	
6 1/4" No. 1 Com. & Btr.	40,000'	4 1/4" No. 1 Com. & Btr.	18,000'
PLAIN WHITE OAK		6 1/4" No. 1 Com. & Btr.	90,000'
5 1/8" No. 1 Com. & Btr.	50,000'	8 1/4" No. 1 Com. & Btr.	30,000'
3 1/4" No. 1 Common	17,000'	PLAIN RED GUM	
4 1/4" 1s & 2s	15,000'	4 1/4" No. 1 Com. & Btr.	18,000'
4 1/4" No. 1 & No. 2 Com.	60,000'	6 1/4" No. 1 Common	45,000'
5 1/4" No. 1 Com. & Btr.	35,000'	QUARTERED RED GUM	
6 1/4" No. 1 Com. & Btr.	15,000'	4 1/4" No. 1 Com. & Btr.	18,000'
PLAIN RED OAK		5 1/4" No. 1 Com. & Btr.	75,000'
3 1/4" No. 1 & No. 2 Com.	100,000'	6 1/4" No. 1 Common	50,000'
4 1/4" No. 1 & No. 2 Com.	150,000'	8 1/4" No. 1 Com. & Btr.	30,000'
5 1/4" Step Plank	12,000'	MIXED OAK	
5 1/4" No. 1 Common	40,000'	5 1/8" No. 3	100,000'
PLAIN SAP GUM		3 1/4" No. 3	25,000'
5 1/8" No. 1 Com. & Btr.	35,000'	4 1/4" No. 3	75,000'
4 1/4" 1s & 2s	18,000'	5 1/8" Sound Wormy	50,000'
4 1/4" Wide Box Bds.	35,000'	4 1/4" Sound Wormy	100,000'
4 1/4" Narrow Box Bds.	17,000'	3 1/4" Sound Wormy	35,000'

Brown & Hackney, Inc.

QUARTERED WHITE OAK		PLAIN RED OAK	
1 1/2" FAS	12,000'	3 1/4" FAS	15,000'
3 1/4" FAS	11,000'	4 1/4" FAS	27,000'
4 1/4" FAS	20,000'	No. 1 Common	
1 1/2" No. 1 Common	21,000'		50,000'
3 1/4" No. 1 Common	37,000'	PECAN	
4 1/4" No. 1 Common	100,000'	8 1/4" Log Run	250,000'
QUARTERED RED OAK		CYPRESS	
4 1/4" FAS	30,000'	1 1/2" FAS	16,000'
No. 1 Common	100,000'	4 1/4" Select	23,000'
PLAIN WHITE OAK		8 1/4" FAS	15,000'
1 1/2" FAS	11,000'	8 1/4" Shop	23,000'
4 1/4" No. 1 Common	50,000'	4 1/4" Select & Btr.	93,000'
5 1/4" No. 1 Common	100,000'	4 1/4" Select & Btr.	70,000'
		8 1/4" Select & Btr.	70,000'

Stimson Veneer & Lbr. Co. INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD		8 1/4" No. 1 Com., 6 mo.	1 car
4 1/4" Com. & Btr., 6 mo.	1 car	6 1/4" Com. & Btr., 4 mo.	1 car
RED GUM		SOFT MAPLE	
5 1/8" Com. & Btr., 6 mo.	1 car	6 1/4" Log Run, 6 mo.	1 car
4 1/4" 1s & 2s, 6 mo.	1 car	RED OAK	
4 1/4" No. 1 Com., 6 mo.	5 cars	4 1/4" 1s & 2s, 6 mo.	4 cars
SAP GUM		4 1/4" No. 1 Com., 6 mo.	5 cars
4 1/8" 1s & 2s, 4 mo.	4 cars	3 1/4" Com. & Btr., 4 mo.	1 car
5 1/8" No. 1 Com., 4 mo.	2 cars	WHITE OAK	
4 1/4" 1s & 2s, 4 mo.	1 car	4 1/4" 1s & 2s, 6 mo.	2 cars
4 1/4" No. 1 Com., 4 mo.	2 cars	4 1/4" No. 1 Com., 6 mo.	5 cars
QTD. RED GUM		QTD. WHITE OAK	
8 1/4" 1s & 2s, 6 mo.	1 car	4 1/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

QUARTERED WHITE OAK		10 1/4" Com. & Btr.	100,000'
4 1/4" Com. & Btr.	30,000'	12 1/4" Com. & Btr.	50,000'
5 1/4" Com. & Btr.	12,000'	WILLOW	
PLAIN WHITE OAK		4 1/4" Log Run	30,000'
4 1/4" FAS	15,000'	CYPRESS	
4 1/4" No. 1 Common	75,000'	8 1/4" FAS	30,000'
PLAIN RED OAK		4 1/4" Selects	40,000'
4 1/4" FAS	15,000'	5 1/4" Selects	25,000'
4 1/4" No. 1 Common	200,000'	6 1/4" Selects	15,000'
4 1/4" No. 2 Common	100,000'	8 1/4" Selects	60,000'
OAK		1 1/2" Shop	20,000'
4 1/4" Sound Wormy	200,000'	5 1/4" Shop	40,000'
PLAIN RED OAK		8 1/4" Shop	40,000'
5 1/4" Com. & Btr.	40,000'	1 1/2" No. 1 Common	150,000'
6 1/4" Com. & Btr.	30,000'	6 1/4" No. 1 Common	10,000'
8 1/4" Com. & Btr.	50,000'	8 1/4" No. 1 Common	40,000'
PLAIN RED GUM		ASH	
4 1/4" Com. & Btr.	30,000'	6 1/4" Com. & Btr.	18,000'
QUARTERED RED GUM		8 1/4" Com. & Btr.	10,000'
4 1/4" Com. & Btr.	60,000'	10 1/4" Com. & Btr.	8,000'
QUARTERED SAP GUM			
6 1/4" Com. & Btr.	200,000'		

Ersine-Williams Lbr. Co.

HARDWOODS

MEMPHIS

COTTONWOOD		5 1/4" No. 2 Common..... 2 cars
1 1/2" FAS..... 1 car		QUARTERED RED GUM
1 1/2" No. 1 Common..... 2 cars		5 1/4" No. 1 Com. & Btr. 1 car
1 1/2" No. 2 Common..... 2 cars		SOFT MAPLE
SOFT ELM		8 1/4" Log Run..... 2 cars
11 1/4" Log Run..... 1 car		PLAIN WHITE OAK
QTD. WHITE OAK STRIPS		4 1/4" No. 1 Com. & Btr. 2 cars
6 1/4" No. 1 Com. & Btr. 1 car		PLAIN RED OAK
6 1/4" No. 2 Com. & Btr. 1 car		4 1/4" No. 1 Common..... 1 car
1 1/2" No. 1 Com. & Btr. 1 car		PLAIN RED AND WHITE OAK
SAP GUM		4 1/4" No. 1 Com. & Btr. 2 cars
4 1/4" FAS..... 2 cars		4 1/4" No. 1 Com. & Btr. 2 cars
4 1/4" No. 1 Common..... 5 cars		SOUTHERN WORMY
4 1/4" No. 2 Common..... 5 cars		CYPRESS
5 1/4" FAS..... 1 car		1 1/2" Log Run..... 2 cars
5 1/4" No. 1 Common..... 2 cars		8 1/4" Nos. 1 & 2 Com. 2 cars

Wood stock is dry and offered for immediate shipment.
We specialize in dimension.

C. B. COLBORN

QUARTER SAWN SYCAMORE	
5/8" No. 2 Com. & Btr. 8,000'	
4/4" No. 1 Com. & Btr. 27,000'	
4/4" No. 1 Com. & Btr. 75,000'	
6/4" No. 1 Com. & Btr. 100,000'	

PLAIN SAWN SYCAMORE	
5/8" No. 1 Com. & Btr. 10,000'	
4/4" No. 1 Com. & Btr. 60,000'	
5/4" No. 2 Com. & Btr. 200,000'	
6/4" No. 1 Com. & Btr. 150,000'	
10/4" No. 2 Com. & Btr. 75,000'	

LOCUST	
4/4" Log Run..... 20,000'	

HACKBERRY	
5/4" Log Run..... 100,000'	

HICKORY	
8/4" Log Run..... 28,000'	
8/4" Log Run..... 150,000'	

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

PLAIN RED OAK		5 1/2" No. 1 Com. 117,000'
1 1/2" No. 1 Com. 111,000'		4 1/2" No. 1 Com. 750,000'
5/8" No. 1 Com. 109,000'		5/4" No. 1 Com. 119,000'
3/4" No. 1 Com. 185,000'		8 1/2" No. 1 Com. 108,000'
4 1/4" No. 1 Com. 212,000'		4 1/2" No. 2 Com. 315,000'
5 1/8" No. 2 Com. 15,600'		
1 1/4" No. 3 Com. 380,000'		PLAIN RED GUM
1 1/4" R & W Oak, 109,000'		5 1/8" FAS..... 122,000'
Sound Wormy..... 109,000'		1 1/4" FAS..... 174,000'
PLAIN WHITE OAK		4 1/4" No. 1 Com. 130,000'
1 1/2" FAS..... 213,000'		PLAIN SAP GUM
5 1/8" FAS..... 196,000'		5 1/8" FAS..... 111,000'
1 1/4" FAS..... 132,000'		7 1/4" FAS..... 122,000'
1 1/4" FAS..... 219,000'		1 1/2" FAS..... 278,000'
4 1/4" No. 1 Com. 119,000'		4 1/2" No. 2 Com. 168,000'
4 1/4" No. 1 Com. 206,000'		4 1/4" No. 2 & 3 Com. 261,000'
1 1/4" No. 2 Com. 101,000'		QTD. BLACK GUM
4 1/4" No. 3 Com. 531,000'		4 1/4" FAS..... 129,000'
QTD. WHITE OAK		ELM
1 1/4" FAS..... 126,000'		5 1/8" No. 2 & 3 Com. 208,000'
6 1/4" FAS..... 105,000'		ASH
		1 1/2" Log Run..... 30,700'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

ASH		50,000'
4 1/2" FAS..... 100,000'		6 1/4" Com. & Btr. 10,000'
1 1/2" No. 1 Common..... 100,000'		8 1/4" Com. & Btr. 60,000'
5 1/2" No. 2 Common..... 100,000'		8 1/4" No. 2 Common..... 40,000'
8 1/4" Com. & Btr. 50,000'		CYPRESS
12 1/4" Com. & Btr. 20,000'		4 1/4" No. 1 Shop..... 20,000'
COTTONWOOD		100,000'
4 1/4" Box Boards..... 100,000'		4 1/4" No. 1 Common..... 100,000'
4 1/4" FAS..... 100,000'		4 1/4" No. 1 Common, 6"..... 100,000'
1 1/2" No. 1 Common..... 200,000'		8", 10" & 12" wide 200,000'
PLAIN SAP GUM		100,000'
4 1/4" FAS..... 30,000'		4 1/4" No. 2 Common..... 100,000'
4 1/4" No. 1 Common..... 100,000'		5 1/4" Selects..... 40,000'
5 1/4" FAS..... 50,000'		5 1/4" No. 1 Shop..... 40,000'
5 1/4" No. 1 Common..... 100,000'		5 1/4" No. 1 Common..... 100,000'
8 1/4" FAS..... 100,000'		SYCAMORE
8 1/4" No. 1 Common..... 60,000'		5 1/8" Com. & Btr. 30,000'
QUARTERED SAP GUM		1 1/4" No. 2 Common..... 200,000'
4 1/2" No. 2 Common..... 50,000'		PLAIN RED AND WHITE OAK
		1 1/4" No. 3..... 150,000'

Chapman & Dewey Lbr. Co.

QUARTERED RED OAK		4/4" 1s & 2s..... 2 cars
4/4" No. 1 Common..... 5 cars		4/4" 1s & 2s, 13" & up..... 2 cars
4/4" No. 2 Common..... 4 cars		5/4" 1s & 2s..... 1 car
4/4" 1s & 2s, 10" & up..... 1 car		5/4" 1s & 2s, 13" & up..... 2 cars
5/4" 1s & 2s..... 2 cars		5/4" 1s & 2s, 18" & up..... 1 car
5/4" No. 1 Common..... 2 cars		4/4" No. 1 Common..... 5 cars
5/4" No. 2 Common..... 1 car		5/4" No. 1 Common..... 2 cars
6/4" No. 2 Common..... 1 car		5/4" No. 1 Common..... 2 cars
8 1/4" No. 1 Common..... 1/2 car		4/4" No. 2 Common..... 5 cars
4/4" Strips, 2-5 1/2"..... 3 cars		
QUARTERED WHITE OAK		8/4" 1s & 2s..... 1 car
5/4" No. 1 Common..... 1 car		8 1/4" No. 1 Common..... 2 cars
5/4" No. 2 Common..... 1 car		6/4" No. 1 Common..... 2 cars
6/4" No. 1 Common..... 1/3 car		5/4" No. 1 Common..... 2 cars
6/4" No. 2 Common..... 1/3 car		4/4" 1s & 2s..... 1 car
6/4" No. 1 Common..... 1/2 car		PL. RED GUM, FIG'D WOOD
4/4" No. 1 Common..... 5 cars		4/4" 1s & 2s..... 1 car
4/4" No. 2 Common..... 5 cars		QTD. RED GUM, FIG'D WOOD
		8/4" 1s & 2s..... 1 car

The Frank A. Conkling Co.

ASH		6 1/4" No. 1 Common..... 1 car
4/4-5/4-6/4" No. 2 Com. 1 car		1 1/4" No. 2 Common..... 2 cars
(COTTONWOOD)		QUARTERED WHITE OAK
4 1/4" FAS..... 2 cars		5 1/8" FAS..... 1 car
CYPRESS		5/4" FAS..... 2 cars
4/4" No. 1 Common..... 1 car		6 1/4" FAS..... 1 car
SAP GUM		8/4" FAS..... 1 car
1 1/2" Box Boards..... 2 cars		5/8" No. 1 Common..... 2 cars
4 1/4" Box Boards, 1-1 1/2"..... 2 cars		4/4" No. 1 Common..... 4 cars
4 1/4" No. 1 Common..... 2 cars		5/4" No. 1 Common..... 3 cars
5 1/4" No. 1 Common..... 1 car		6/4" No. 1 Common..... 3 cars
4 1/4" No. 2 Common..... 1 car		8/4" No. 1 Common..... 1 car
PLAIN RED OAK		4/4" No. 2 Common..... 1 car
4 1/4" No. 1 Common..... 3 cars		5/4" No. 2 Common..... 1 car
5/4" No. 1 Common..... 1 car		6/4" No. 2 Common..... 1 car
6 1/4" No. 1 Common..... 1 car		
PLAIN WHITE OAK		OAK
5/8" FAS..... 1 car		4 1/4" Sound Wormy..... 3 cars
5/8" FAS..... 1 car		POPLAR
1 1/4" No. 1 Common..... 2 cars		4/4" No. 2 Common..... 2 cars
5/4" No. 1 Common..... 1 car		SYCAMORE
		5/4" Log Run..... 1/2 car

Dickson & Lambert Lumber Co.

PLAIN WHITE OAK		3/4" FAS..... 222,000'
1 1/4" FAS..... 82,000'		4/4" FAS..... 103,000'
4 1/4" No. 1 Common..... 432,000'		3 1/4" No. 1 Common..... 131,000'
4 1/4" No. 2 Common..... 101,000'		4 1/4" No. 1 Common..... 144,000'
PLAIN RED OAK		4/4" No. 2 Common..... 281,000'
4 1/4" FAS..... 59,000'		5/4" No. 2 Common..... 215,000'
4 1/4" No. 1 Common..... 236,000'		
PLAIN RED AND WHITE OAK		QUARTERED SAP GUM
4 1/4" No. 3 Common..... 232,000'		5 1/4" FAS..... 125,000'
QUARTERED RED GUM		6/4" FAS..... 90,000'
5 1/4" FAS..... 96,000'		5 1/4" No. 1 Common..... 67,000'
5 1/4" No. 1 Common..... 121,000'		ASH
PLAIN RED GUM		4 1/4" Log Run..... 159,000'
4 1/4" FAS..... 57,000'		ELM
4 1/4" No. 1 Common..... 77,000'		6 1/4" Log Run..... 81,000'
PLAIN RED GUM		CYPRESS
4 1/4" FAS..... 57,000'		4 1/4" Log Run..... 207,000'
4 1/4" No. 1 Common..... 77,000'		

Kellogg Lumber Co.

HARDWOODS

MEMPHIS

PLAIN RED OAK	
4/4" 1s & 2s.....	50,000'
4/4" No. 1 & 2 Com.....	50,000'
4/4" No. 3 Common.....	65,000'
4/4" Sound Wormy.....	50,000'
PLAIN WHITE OAK	
1/4" 1s & 2s.....	25,000'
4/4" No. 1 & 2 Com.....	25,000'
QUARTERED WHITE OAK	
4/4" Log Run.....	30,000'
PLAIN RED GUM	
3/4" No. 1 Com & Btr.....	15,000'
4/1" No. 1 Common.....	25,000'
5/1" No. 1 Com & Btr.....	12,000'
4/4" Box Boards 13-17".....	25,000'
PLAIN SAP GUM	
4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common.....	125,000'
1/4" No. 2 Common.....	50,000'
5/4" 1s & 2s.....	25,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

QUARTERED WHITE OAK	
3/4" No. 2 Com. & Btr.....	18,000'
4/4" No. 1 Common.....	45,000'
4/4" No. 2 Common.....	60,000'
4/4" No. 3 Common.....	30,000'
5/4" No. 1 Common.....	18,000'
5/4" No. 2 Common.....	20,000'
6/1" No. 1 Common.....	8,000'
6/1" No. 2 Common.....	40,000'
6/4" No. 3 Common.....	15,000'
PLAIN OAK	
4/1" 1s & 2s (white).....	15,000'
4/4" No. 3 Common.....	150,000'
QUARTERED RED GUM	
4/4" No. 1 Common.....	120,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

QUARTERED WHITE OAK	
4/4" FAS.....	120,000'
5/4" FAS.....	20,000'
4/4" No. 1 Com. & Sel.....	169,000'
5/4" No. 1 Com. & Sel.....	50,000'
6/4" No. 1 Com. & Sel.....	16,000'
8/4" No. 1 Com. & Sel.....	3,000'
QUARTERED RED OAK	
4/4" FAS.....	20,000'
5/4" FAS.....	8,000'
4/4" No. 1 Com. & Sel.....	53,000'
5/4" No. 1 Com. & Sel.....	7,000'
PLAIN WHITE OAK	
4/4" FAS.....	60,000'
5/4" FAS.....	38,000'
10/4" FAS.....	14,000'
RED AND WHITE OAK	
4/4" Sound Wormy, pl.....	313,000'
4/4" Sound Wormy, qtd.....	25,000'

Ferguson & Palmer Company

WHITE ASH	
8/4x10" up 1s & 2s.....	18,000'
1x10" up 1s & 2s.....	16,000'
1" 1s & 2s.....	65,000'
5/1" 1s & 2s.....	13,000'
6/4" 1s & 2s.....	40,000'
8/1" 1s & 2s.....	100,000'
10/4" Com. & Btr.....	136,000'
12/4" Com. & Btr.....	40,000'
16/4" Com. & Btr.....	14,000'
4/4" No. 1 Common.....	200,000'
5/1" No. 1 Common.....	65,000'
6/4" No. 1 Common.....	40,000'
8/4" No. 1 Common.....	238,000'
10/4" No. 1 Common.....	13,000'
12/4" No. 1 Common.....	11,000'
16/4" No. 1 Common.....	11,000'
4/1" No. 2 Common.....	30,000'
5/4" No. 2 Common.....	60,000'
6/4" No. 2 Common.....	12,000'
8/4" No. 2 Common.....	50,000'
10/4" No. 2 Common.....	13,000'
12/4" No. 2 Common.....	13,000'
16/4" No. 2 Common.....	10,000'

Thompson-Katz Lbr. Co.

Grismore-Hyman Co.

ASH	
1" FAS.....	70,000'
1 1/4" No. 1 Com.....	1,000'
5/4" No. 1 Com.....	45,000'
6/1" No. 1 Com.....	11,000'
8/4" No. 1 Com. & Btr.....	90,000'
12/1" No. 1 Com. & Btr.....	50,000'
COTTONWOOD	
4/4" FAS.....	200,000'
4/4" No. 1 Com.....	50,000'
5/4" FAS.....	100,000'
1" No. 1 Com.....	100,000'
CYPRESS	
1/4" Selects.....	20,000'
1 1/4" No. 1 Shop.....	5,000'
4/4" No. 1 Com.....	100,000'
5/4" No. 1 Com.....	100,000'
6/1" Selects.....	15,000'
PLAIN SAP GUM	
4/4" FAS.....	50,000'
QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.....	100,000'
5/4" No. 1 Com. & Btr.....	75,000'
8/4" No. 1 Com. & Btr.....	50,000'
TUPELO	
1 1/4" No. 1 Com. & Btr.....	100,000'
COTTONWOOD	
4/4" No. 1 Common.....	18,000'
4/4" No. 2 Common.....	100,000'
8/4" No. 3 Com. & Btr.....	30,000'
QUARTERED SAP GUM	
5/4" 1s & 2s.....	175,000'
PLAIN SAP GUM	
4/4" Box Bds., 8 to 12".....	30,000'
5/1" No. 2 Common.....	45,000'
5/4" No. 3 Common.....	100,000'
6/4" No. 1 Common.....	50,000'
POPLAR	
1/4" FAS.....	34,000'
4/4" FAS, SND.....	46,000'
4/4" No. 1 Common.....	110,000'
5/4" No. 1 Common.....	14,000'
6/4" No. 1 Common.....	17,000'
PLAIN RED OAK	
4/4" FAS.....	36,000'
8/4" FAS.....	32,000'
4/4" No. 1 Common.....	82,000'
5/4" No. 1 Common.....	64,000'
6/4" No. 1 Common.....	61,000'
8/4" No. 1 Common.....	44,000'
PLAIN WHITE OAK	
4/4" FAS.....	22,000'
8/4" FAS.....	18,000'
4/4" No. 1 Common.....	67,000'
6/4" No. 1 Common.....	70,000'
8/4" No. 1 Common.....	73,000'
QUARTERED WHITE OAK	
6/4" FAS.....	14,000'
1 1/4" No. 1 Common.....	53,000'
5/4" No. 1 Common.....	53,000'

ASH	
1 1/4" FAS.....	22,000'
5/4" FAS.....	30,000'
6/1" FAS.....	15,000'
8/4" No. 1 Com. & Btr.....	170,000'
12/1" No. 1 Com. & Btr.....	25,000'
1 1/4" No. 1 Common.....	22,000'
5/1" No. 1 Common.....	112,000'
6/1" No. 1 Common.....	80,000'
4/4" No. 2 Common.....	18,000'
5/1" No. 2 Common.....	40,000'
CYPRESS	
1/4" FAS.....	35,000'
5/4" FAS.....	21,000'
6/4" FAS.....	20,000'
8/4" FAS.....	23,000'
4/4" Shop.....	42,000'
5/4" Shop.....	20,000'
6/4" Select.....	22,000'
8/4" Select.....	26,000'
4/4" No. 1 Shop.....	63,000'
5/4" No. 1 Shop.....	26,000'
6/4" No. 1 Shop.....	21,000'
8/4" No. 1 Shop.....	4,000'

Welsh Lumber Company

BEECH	
(35-50% 14-16")	
4/4" No. 2 C&B, 25% FAS.....	30,000'
50% No. 1 & Sel., 25%.....	20,000'
No. 2 Com., 6 mo., 30,000'	
8/4" No. 2 C&B, 25% FAS.....	30,000'
50% No. 1 & Sel., 25%.....	20,000'
No. 2 Com., 6 mo., 15,000'	
COTTONWOOD	
(50% 14-16")	
4/4" No. 2 C&B, 20% FAS.....	40,000'
50% No. 1 C. & Sel., 30% No. 2 C., 6 mo., 40,000'	
4/4" No. 3 Com., 6 mo., 40,000'	
ELM	
(50% 14-16")	
4/4" No. 2 C&B, 8 mo., 35,000'	
PLAIN SAP GUM	
(50% 14-16")	
4/4" FAS, 13" & wider, 6 mo., 12,500'	
4/4" FAS, 13-17", 6 mo., 15,000'	
4/4" FAS, 6 mo., 75,000'	
6/4" FAS, 6 mo., 30,000'	
4/4" No. 1 C&S, 6 mo., 20,000'	
4/4" No. 2 Com., 8 mo., 75,000'	
4/4" No. 3 Com., 10 mo., 45,000'	
QTD. RED GUM, SND.	
(50% 14-16")	
4/4" No. 1 C&S, 6 mo., 15,000'	
8/4" FAS, 8 mo., 32,000'	
5/4" No. 1 C&S, 10 mo., 30,000'	
QTD. RED GUM	
(50% 14-16")	
4/4" No. 1 C&B, 70% FAS, 30% No. 1 Com. & Sel., 6 mo., 15,000'	
5/4" FAS, 6 mo., 85,000'	
8/4" No. 1 C&B, 6 mo., 12,000'	
PLAIN WHITE OAK	
(35-50% 14-16")	
6/4" No. 1 C&B, 10-15% FAS, Soft Text. Tenn. Stock, 6 mo., 25,000'	

Louisiana Red Cypress Co.

WHITE ASH	
4/4" FAS, 10" & up.....	1 car
5/4" FAS, 10" & up.....	1 car
6/4" FAS, 10" & up.....	1 car
4/4" FAS, regular.....	2 cars
5/4" FAS, regular.....	1 car
6/4" FAS, regular.....	2 cars
8/4" FAS, regular.....	1 car
4/4" No. 1 Com. & Btr.....	2 cars
5/4" No. 1 Com. & Btr.....	2 cars
6/4" No. 1 Com. & Btr.....	2 cars
8/4" No. 1 Com. & Btr.....	4 cars
10/4" No. 1 Com. & Btr.....	3 cars
12/1" No. 1 Com. & Btr.....	3 cars
16/1" No. 1 Common.....	1 car
12/1" No. 1 Common.....	1 car
16/1" No. 1 Common.....	1 car
1 1/4" No. 2 Common.....	1 car
1 1/4" No. 2 Common.....	1 car
6/1" No. 2 Common.....	1 car

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OAK

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Manufacturers and Wholesalers
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OAK, WHITE ASH, BEECH
MAPLE, SOFT ELM, POPLAR
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HARDWOODS HISTORY

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4/4 Selects	15,000
4/4 Shop (No. 1&2)	65,000
4/4 No. 1 Common	80,000
4/4 No. 2 Common	80,000
5/4 Shop (No. 1&2)	30,000
6/4 Selects	18,000
6/4 Shop (No. 1&2)	70,000
6/4 No. 1 Common	15,000
8/4 1s&2s	45,000
8/4 Selects	45,000

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50% OR MORE LONG LENGTHS
SPLENDID WIDTHS

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NORTH VERNON, INDIANA

RUSH COUNTY

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4/4 1s&2s	15,000 ft.
8/4 No. 1 Common & Better	26,000 ft.
8/4 No. 1 Com. & Better, 10" and up.	7,000 ft.
10/4 No. 1 Common & Better	57,000 ft.
12/4 No. 1 Common & Better	50,000 ft.
16/4 No. 1 Common & Better	9,000 ft.
4/4 No. 1 Common	29,000 ft.
5/4 No. 1 Common	19,000 ft.
4/4 No. 2 Common	20,000 ft.
5/4 No. 2 Common	11,000 ft.
6/4 No. 2 Common	28,000 ft.
12/4 No. 2 Common	10,000 ft.

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MEMPHIS, TENNESSEE

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5/8" 1s & 2s	75,000'
4/4" 1s & 2s	50,000'
4/4" No. 1 Common	50,000'
5/4" 1s & 2s	50,000'
5/4" No. 1 Common	75,000'

QUARTERED RED GUM	
4/4" 1s & 2s	30,000'
4/4" No. 1 Common	50,000'
5/4" 1s & 2s	12,000'
5/4" No. 1 Common	25,000'
6/4" 1s & 2s	21,000'
6/4" No. 1 Common	5,000'
8/4" 1s & 2s	25,000'
8/4" No. 1 Common	25,000'
10/4" No. 1 C. & B.	40,000'
12/4" No. 1 C. & B.	9,000'

QUARTERED SAP GUM	
5/8" 1s & 2s	25,000'
5/8" No. 1 Common	15,000'
4/4" 1s & 2s	100,000'
4/4" No. 1 Common	100,000'
5/4" 1s & 2s	25,000'
5/4" No. 1 Common	25,000'

SOFT ELM	
6/4" Log Run	25,000'
8/4" Log Run	100,000'

PLAIN SAP GUM	
3/4" No. 1 Common	25,000'
4/4" 1s & 2s	100,000'
4/4" No. 1 Common	100,000'
1x13-17" Box Bds.	100,000'
1x9-10" Box Bds.	100,000'
5/4" 1s & 2s	100,000'
5/4" No. 1 Common	100,000'
4/4" No. 2 Common	200,000'
6/4" 1s & 2s	25,000'
6/4" No. 1 Common	50,000'

PLAIN RED OAK	
3/4" 1s & 2s	30,000'
4/4" No. 1 Common	100,000'
4/4" 1s & 2s	100,000'
4/4" No. 1 Common	100,000'
4/4" No. 2 Common	100,000'
4/4" No. 3 Common	200,000'
5/4" 1s & 2s	15,000'
6/4" No. 1 C. & B.	10,000'
5/4" No. 1 C. & B.	10,000'

QUARTERED RED OAK	
4/4" No. 1 Common	15,000'
4/4" No. 2 Common	15,000'

QUARTERED WHITE OAK	
4/4" No. 1 Common	17,000'
4/4" No. 2 Common	15,000'

PLAIN WHITE OAK	
3/4" No. 1 Common	40,000'
4/4" 1s & 2s	15,000'
4/4" No. 1 Common	15,000'
4/4" No. 2 Common	15,000'
5/8" No. 3 Common	25,000'

WILLOW	
4/4" 1s & 2s	50,000'
4/4" No. 1 Common	100,000'
4/4" No. 2 Common	25,000'
5/4" 1s & 2s	35,000'
5/4" No. 1 Common	50,000'
5/4" No. 2 Common	75,000'
6/4" 1s & 2s	75,000'
6/4" No. 1 Common	75,000'
6/4" No. 2 Common	25,000'
8/4" 1s & 2s	15,000'
8/4" No. 1 Common	20,000'
8/4" No. 2 Common	30,000'

QUARTERED TUPELO	
4/4" 1s & 2s	35,000'
4/4" No. 1 Common	20,000'

PLAIN TUPELO	
4/4" 1s & 2s	30,000'
4/4" No. 1 Common	50,000'
5/4" 1s & 2s	35,000'
5/4" No. 1 Common	17,000'
6/4" 1s & 2s	35,000'

6/4" No. 1 Common	40,000'
6/4" No. 2 Common	17,000'

COTTONWOOD	
4/4" 1s & 2s	100,000'
1x13-17" Box Bds.	50,000'
4/4" No. 1 Common	200,000'
5/4" 1s & 2s	50,000'
5/4" No. 1 Common	25,000'
6/4" 1s & 2s	30,000'
6/4" No. 1 Common	100,000'
6/4" No. 2 Common	150,000'

ASH	
4/4" No. 1 C. & B.	5 cars
8/4" No. 1 C. & B.	3 cars
5/4" No. 1 C. & B.	3 cars
10/4" No. 1 C. & B.	2 cars
3" No. 1 C. & B.	1 car

CYPRESS	
1" 1s & 2s	3 cars
6/4" 1s & 2s	1 car
8/4" 1s & 2s	1 car
1" Select	3 cars
1" No. 1 Shop	5 cars
5/4" Select	1 car
5/4" No. 1 Shop	1 car
6/4" Select	1 car
6/4" No. 1 Shop	1 car
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	5 cars
4/4" Pecky	1 car

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8/4"-6" & wider, 8 to 16' FAS.	57M
8/4"-6" & wider, 6 to 16' Selects.	19M
10/4"-6" & wider, 8 to 16' FAS.	30M
10/4"-6" & wider, 6 to 16' No. 1 C&B.	150M
12/4"-6" & wider, 8 to 16' FAS.	50M
12/4"-6" & wider, 6 to 16' No. 1 C&B.	130M
14/4"-6" & wider, 6 to 16' No. 1 C&B.	35M
16/4"-6" & wider, 6 to 16' No. 1 C&B.	45M

HARDWOOD SPECIALISTS

The BIGELOW-COOPER CO.
Bay City, Michigan



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Vol. LII

CHICAGO, FEBRUARY 25, 1922

No. 9

Review and Outlook

General Market Conditions

THE PAST FEW WEEKS have contributed in different ways to the conditions of the hardwood industry. It is an undeniable fact that a certain measure of softening in prices has developed, though this situation still is resulting from the individual rather than from the general tendency. To offset such influence there has been noted a consistent though very gradual improvement in inquiries and orders.

The situation might in a way be likened to the tides of the sea. As the tide goes down, gradually lowering the level in the estuaries along the coast line, the current on the surface of the water will continue to flow outwards for some time after the lowest ebb has apparently been reached. At the same time the tendency of the tide to flow back towards the flood will cause an even stronger current beneath the surface going back again into the estuaries.

The falling tide of prices might thus be likened to surface current which flows out even while the gradually rising tide of demand is establishing an undercurrent flowing back in.

The most disappointing feature is that this current of improvement has not developed as rapidly as many people had expected. Therefore, as remarked in previous issues in this column, an unwarranted measure of discouragement developed. It is fortunate, though, that sufficient evidence has accumulated in support of favorable outlook to have begun rather to overcome this discouragement in a small measure. During the past ten days conservation, more marked now than before, has been bolstered up on the side of optimism so that the average hardwood man will be apt today to express himself in more favorable terms than two or three weeks ago.

The situation presents a distinctly anomalous aspect. A survey of the trade at large leads to the certain conclusion that business is distinctly slack, yet if one delves into the personal experiences of individual firms, it is common to find that each man's orders are assuming fairly respectable proportions. One would almost be led to the conclusion that the commonly expressed lack of faith is due in a measure to the holdover from recent months of extreme hardship and is a matter of habit against which a formidable array of orders must be presented as a counteracting motive.

Imagination is a powerful function of the human mind and just as easily can be created from past experience as from current happenings. Thus in spite of practical evidence of tangible orders, the lumberman is apt to imagine a worse situation than really exists because he has been in the habit during recent months of undergoing harrowing experiences.

Still the fact remains that demand hasn't advanced to the point which many folks thought it might have reached by now, thus causing continued tendency to hold back and creating a continuance of conservatism not ordinarily so manifest in the hardwood lumber industry. To this extent, at least, the lagging improvement has been for the best. Improvement, though, there is. It has been sufficient to have covered pretty much of the hardwood trade not in an impressive way but sufficiently to have somewhat altered each man's viewpoint, though still not sufficient to have affected the general price level.

It is HARDWOOD RECORD's theory that this gradual advancing volume of business will continue, possibly at slightly accelerated rate until it has overcome the pressure of necessity for sale, thus in turn showing favorable reaction on valuations.

The stock situation will likely not be so bad as it was expected in the fall it might be. It was assumed then that this year would be as other years and that logging would have practically ceased around the middle of December. It was possible, however, for many operators who otherwise would have been down before the first of the year, to continue along right through January, though at present practically all those ordinarily affected by weather conditions have now been driven out of the woods. Nevertheless many mills did experience four to six weeks of additional logging weather, which fact materially increased the stock on hand. HARDWOOD RECORD would surmise that where in the fall it appeared that thirty to forty per cent stock would be the limit, it now seems likely that this proportion will be nearer sixty per cent of normal, of course, showing in some cases and in some items full or even super-normal.

The main effect which HARDWOOD RECORD anticipates is possible easing in a few months in proportionate strength of firsts and seconds as compared to the other grades. Manufacturing developments will probably have assisted in bearing out HARDWOOD RECORD's predictions of the past few months that the ultimate level will have recorded a tendency of the upper and the lower grades to meet, with advancement of the latter and slight recession of the former.

This full result will probably not have been accomplished by the end of the current year as the scales of supply and demand will of necessity have to go through a certain measure of "see-sawing" before they can establish a true balance of proportion. However, the experiences of this year will without question contribute greatly towards readjustment of gradual valuation on a basis that will help in the lower grades and slightly ease off the upper grades.

For the immediate future, though, HARDWOOD RECORD believes that the upper grades, notably first and seconds, are still exceptionally strong property.

The factors of favorable aspect that have been recorded on numerous instances in previous issues are developing about as have been predicted. The furniture business, for instance, is working out with about the measure of satisfaction as originally prophesied whereas in building the conditions have long since passed the stage of abstract indications and have come definitely down to concrete visible evidence of building construction.

In addition to this visible evidence, the most encouraging figure comes from the Department of Commerce in the form of a bulletin recording the fact that in twenty-seven important northeastern states the January figures of building contracts actually awarded is next to the largest January figure ever recorded.

Another point of encouragement in this same bulletin has to do with the agricultural situation and the improvement apparent during the past few weeks. There has been an advance in the price of many farm products including both grains and the various types of live stock.

On the other hand, figures of the iron and steel industry as of January are somewhat disappointing, pig iron production showing 10,000 tons less than in December and unfilled orders of the United States Steel Corporation showing a slight shrinkage from that month. Iron and steel prices recorded a slight recession. However, the January figure of structural steel sales showed a substantial advance for the month over first months of 1921, the January figures though showing unfavorably as compared to experience during the sharp rise in November.

In general one is struck with the fact that even with the unfavorable comparisons as of January and so far in February, when placed against November and possibly December, the records of the first month of this year are almost universally substantially better than any of the months of 1921 up to the time when the whole country experienced a sharp and rather sensational improvement.

HARDWOOD RECORD believes that the main accomplishment in this improvement, which is now history, is that it teaches a lesson. Any adjustment of values upward as supported by such an improvement as developed last November, and which is anything more in effect than a mere readjustment of valuations, will not be countenanced and will spoil any such favorable tendency.

Thus the very fact that current development records very gradual but steady improvement is a good sign and one which it may be hoped will not be interrupted by any further sudden inflation.

The Hoover-Daugherty Correspondence

THE VALUE TO THE BUSINESS MEN of the country of the correspondence between the Department of Commerce and the Department of Justice on trade association activities (published elsewhere in this issue) will be regulated by the opinion they may have of the Attorney-General's ability to interpret the Anti-Trust Law. Those who believe he can correctly interpret the law may well accept the facts disclosed in this correspondence as a guide to the legality of trade association practices, while those who do not

think so will reject these facts as being no more than the opinion of one lawyer and seek from their own counsel interpretation of the legality of the practices they may be interested in. We say this, because after all the information contained in this correspondence is no more than an opinion and in the last analysis must be subjected to the judgment of the courts as would any other opinion of the sort.

This correspondence suggests that trade associations may not legally disseminate any statistics concerning production, stocks, consumption, prices, etc. They may gather this information, but they must distribute it through the Secretary of Commerce for release by him to the general public at the same time it is released to their members. The purpose in this seems to be to prevent the members of an association from securing any prior, exclusive, or peculiar advantage over the public from statistics gathered from them and compiled by their association.

Imposition of this rule would have the effect, we believe, of eliminating all such statistical activities by trade associations, as it would remove virtually all incentive for such activities. If the members of a trade association are not permitted to derive any exclusive advantage from the statistics which cost them trouble and money to assemble, why they will just not fool with them. There should be no doubt of this. It would be contrary to human nature if they should do otherwise.

But we assume that the Attorney-General and the Secretary of Commerce are too familiar with this well known subterfuge (human nature) to expect that trade associations would continue to handle statistics under such restrictions. The correspondence does not say that this is the only way statistics may be distributed, therefore, we have an idea it will develop that the Attorney-General has no objection to a trade association carrying on statistical activities and distributing its data direct to its members, so long as this data does not have the effect of materially enhancing prices, curtailing production, restraining trade or suppressing competition. In fact, he makes the point at the conclusion of his reply to Secretary Hoover's questions that any opinion as to a plan can be only tentative, and that in the last analysis its legality must be determined by the test of whether or not its practical application does the things enumerated, which are violative of the Anti-Trust Law. But this in turn makes nothing absolutely clear, for opinions will always differ as to what is meant by enhancement of prices, curtailment of production and suppression of competition. And opinions will always differ as to whether a given practice does or does not do these things.

So we have returned to the point in our reasoning from which we started and are still faced with the necessity of submitting each individual case to the adjudication of the courts.

This country lives by its arteries of railroads and if these are not kept in healthy condition the country cannot thrive and grow. It will languish like the human whose vital blood courses are clogged.

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Association Activities Are Charted

Correspondence Between Secretary of Commerce and Attorney General Throws Light on the Latter's Attitude Toward Trade Association Activities, Helping to Clear Up Some of Uncertainties Resulting from Decision in Hardwood Case

The publication on February 16 of the correspondence between Secretary of Commerce Hoover and Attorney General Daugherty upon the activities of trade associations apparently clears up much of the uncertainty concerning the attitude of the Department of Justice toward these activities, which resulted from the decision of the Supreme Court in the Hardwood Case. It does not appear, however, to make that decision any more clear.

In this correspondence Secretary Hoover assumed the general propriety of trade associations and laid down the rule that the objection to trade associations "does not go to the instrumentality, but to the abuse of the information that may be secured through the collective means." He then put eleven categorical questions to Attorney-General Daugherty. These questions, together with the reply of the Attorney-General, indicate with more or less clarity the activities which (according to the opinions of the parties to the correspondence) trade associations may pursue and yet remain within the law.

It is readily apparent to those familiar with the present activities of trade associations that the restrictions laid down in this correspondence may render many of these current practices untenable and severely limit the usefulness (to their members at least) of many associations. The correspondence indicates that a trade association may follow no practice that gives its members a peculiar advantage over the public. An association must not be used as a cloak to hide an agreement, scheme, understanding, or contract to enhance prices, restrain trade, curtail production, or eliminate competition. And in the final analysis no association may escape conflict with the law, or rather, the Department of Justice, no matter how legal its organization may be in form, if it has the effect of doing these things. In the matter of statistical activities, such as those against which the American Hardwood Manufacturers' Association was enjoined by the Supreme Court, the correspondence suggests that these may not be practiced except the data gathered by the association be cleared through the Secretary of Commerce.

That is, data on production, consumption, stocks on hand, prices, etc., may be gathered and compiled by a trade association but this information can not be distributed directly and exclusively to the members of the association. It must be sent to the Secretary of Commerce so that he may make it available to the general public or any others who may be interested, at the same time it becomes available to the members of the association. In short, an association may secure for itself no statistics on conditions in its industry that it does not share with the public on equal terms with its members. In the matter of uniform cost accounting it is shown that while an association may formulate and recommend to its members a uniform system of determining costs, the members of an association so doing may not exchange information on the costs determined through the operation of the system.

Opinions differ as to whether this correspondence makes any real contribution to the definition of legal and illegal trade association practices and whether it may be used as a guide by which trade associations may determine what they may and may not do. It is contended that at best this correspondence expresses only the opinions of the Secretary of Commerce and the Attorney General. These opinions, the reasoning goes, must in the last analysis be subjected to the judgment of courts just as the opinion of any other private citizen must be. In other words, that the guess of one well-informed man as to what the attitude of the courts will be

to a given trade association practice is as good as another and that the only way to secure a definite determination is to submit it to the courts. This reasoning is predicated upon the assumption that in the Hardwood case the Supreme Court laid down no chart of trade activities and established no principle, but merely expressed its opinion of an especial and peculiar set of facts. The decision might differ, it is assumed, on virtually the same methods as those involved in this case if the court thought these methods were pursued under different circumstances and with supposedly different results.

The interesting correspondence follows in full:

Secretary Hoover Establishes the Premises

Washington, D. C., February 3, 1922.

My dear Mr. Attorney General:

The situation regarding the activities of legitimate trade associations is more disturbing now than at any time since we first discussed the matter, and since Mr. Lamb was advised by Colonel Goff and Mr. Fowler that it was your desire that I present an informal, inter-departmental inquiry regarding the present status of the law relating to legitimate trade associations and the extent that they may engage in legitimate co-operative activities, I have made a further survey of the matter, and the questions hereinafter presented seem to me to be vital to trade associations based on present information secured through recent investigation.

It may not be out of place to call your attention to the organic act which created the Department of Commerce, which imposed upon the department the duty "to foster, promote and develop the foreign and domestic commerce, the mining, manufacturing, shipping and fishery industries, and the transportation facilities of the United States." In obeying the commands of the statute, it seemed to me that the department should employ all available legal means to get into the closest possible touch with industry in all its forms and secure the best information possible regarding the needs and necessities of trade and commerce. If the department has to help, aid, and assist industry, it must, of course, be conversant with the facts and conditions influencing the carrying on of trade. The existence of a large number of trade associations being well known prompted me to make inquiry regarding their forms of organization and the functions they were performing to ascertain whether or not they could be utilized as a means for securing trade information that would properly aid the department in performing its duties. My inquiry into the affairs of trade associations was not with the idea of creating a new scheme for carrying on business, but solely for the purpose of ascertaining whether or not they could properly be utilized in furnishing information that would not only be helpful to the department and to the commercial world but to the public generally, always keeping in mind that whatever activities were carried on by such associations, they should of necessity be within the terms of existing law. In the course of my inquiry, I discovered that certain trade associations were involved in litigation which questioned the legality of their performances, and, by reason of the litigation, there was much doubt and confusion regarding the legal limits within which trade associations could properly operate. This situation seemed to call for conferences with your department, which you have graciously afforded, and although no definite determination has heretofore been reached regarding the policy to be pursued, I realize the difficulties that confront you in attempting to reach a proper conclusion, and while a public announcement from you would have been most helpful to all, I most heartily acquiesce in your suggestion that the matter be presented as an informal inter-departmental inquiry for my guidance in performing the duties imposed upon me by the organic act creating this department.

Trade Association Fundamentals

So much has been said in the various conferences, coupled with lapse of time, in order to obviate excusable failures in memory as to the matters that have heretofore been discussed and to make clear the position and views of this department, I desire to offer some preliminary observations regarding trade associations before asking the specific questions heretofore set forth in various informal memoranda and upon which I desire the informal expression of your views.

Commercial progress in industry has always been measured by the advance in knowledge of those engaged in industry. It is impossible for

men to acquire or secure all possible knowledge at one time. Its acquisition is a growth resulting from continuous, intelligent inquiry. The knowledge of an industry that is necessary and essential to its success must embrace all facts and circumstances that will in any way influence that industry. These facts and circumstances must include economic conditions as well as scientific facts to the extent that science is called into play in its operation and all commercial conditions that make for efficient production, merchandising and distribution. No one will dispute the foregoing statements; they are fundamental and necessary to the life of trade and commerce.

The difficulty seems to lie in the determination of the means and methods that may be adopted to secure this necessary information. Little, if any, trouble is experienced in securing the admission that an individual may secure knowledge of these facts by any means that would not constitute an individual crime, and that he may use the information in such manner as his best judgment may tell him will bring him the greatest benefit.

But when two individuals engaged in the same line of industry undertake to provide a means for securing facts necessary and essential to the economic and efficient conduct of their respective organizations, this form of endeavor seems to at once assume an aspect of difficulty that, in my judgment, is in no way justified by a proper consideration of the underlying necessities thereof.

The individual sets up some form of instrumentality to secure the information without which, in the management of his business, he would be groping in the dark. His competitor across the street does the same thing, and each, securing his information in his own way, uses it as he sees fit, and the action of either one has not offended the majesty of the law. Yet, if the two seek to join the instrumentality each has used for information purposes and the same information is received through one instrumentality and the information given to each, and it is used in the same way that it was before, it is suggested that the collective activity in the use of the consolidated instrumentality should not be permitted because of the greater ease and facility thereby afforded for the two individuals to make improper use of the information so acquired. *In other words, the objection does not go to the instrumentality, but to the abuse of the information that may be secured through the collective means.*

Abuse Does Not Outlaw a Lawful Thing

The principle is the same whether two or two hundred join together in securing the information.

No form of legislation has ever yet been devised, nor has man, with all of his genius for invention, even been able to devise a rule or regulation that would prevent men from committing crimes if they are so minded. The best that can be done is to forbid the doing of certain acts or to command the doing of others, prescribing proper punishments in the case of the commission on the one hand and the omission on the other; and when legislation takes that form, rules and regulations and administrative constructions which have for their objective the making of the prohibited thing more difficult will always include within their terms the law-abiding citizen as well as the prospective criminal.

We have had criminals since the beginning of time, and human nature can not be changed by legislation. The criminally inclined represent a small minority, and it may be said in a general way that, excepting offenses against persons and property, most of the criminal statutes regulating trade and commerce and forbidding acts that seem against sound public policy have been made necessary for the control of the minority. None of these statutes, however, has undertaken to prevent the doing of a thing that would result in benefit to the public, but the restriction has been against the doing of the thing in an unlawful way. *These statutes have not condemned lawful institutions or instrumentalities for the carrying on of commerce merely because someone might possibly abuse their use.* The laws have condemned the abuse, and punishments have been prescribed for those who may be found guilty of the abuse. Therefore, the fact that the minority may be known to violate given laws does not establish a principle that the primary means, lawful in itself, which they have adopted for the purpose of performing the unlawful acts, should be entirely abolished and its use forbidden by law-abiding citizens. Each unlawful use of the means is merely an individual case of the violation of a law.

Trade associations have been in existence for many years. The great majority are legitimate, both in form of organization and in activity. The minority, while lawfully organized under articles expressing lawful purposes, may engage in activities that are evidence of purpose contrary to and outside of the declared purposes in the articles of organization.

Again, a trade association may have lawful form of organization, and the activities of its officers may be clearly within the purposes declared in the association charter, and yet members of the organization may, by unlawful confederation, use the information lawfully secured for unlawful purposes. It may, therefore, truthfully be said that the line dividing the good association and the bad, the proper activity from the improper one, and the lawful activities of the officers of an association from the unlawful acts of the membership, can not be determined, in every instance, with singular ease. *It is my belief, however, that it is more easy to determine the forms of organizations and activities that are generally recognized as good than to determine in advance those that may be bad, because, in the latter instance, the peculiar facts relating to each association the subject of inquiry may determine whether the organization or its members are operating in violation of law.*

Believes in the General Propriety of Trade Bodies

It is with much earnestness that I claim there is propriety, generally speaking, in trade associations. Their lawful field of endeavor is large, and their activities work for promotion and advancement of the public welfare and for progressive economic organization. In making this statement, I am not unmindful of the fact that the impression exists with a small minority that individual prohibited acts may be accomplished by organization under the disguise of a trade association. However, to make my position clear regarding the trade associations, the existence of which I advocate, I desire to say that I have always taken the view that no body of men could combine in the form of a trade organization and do any act or thing forbidden by law if they were undertaken by them outside of a trade organization. The character of trade organization the existence of which should be preserved is one that carries lawful purposes only in its articles of association; its activities must be in harmony with its declared purposes. The articles of association, with their lawful, declared purposes, must not be used as a mask to hide unlawful purposes. In other words, *the organization can not be used to conceal or disguise any contract, combination, conspiracy, agreement, or understanding, secret or otherwise, on the part of the officers of the organization or on the part of the membership or any part thereof to engage in activities in restraint of trade or otherwise in violation of the anti-trust law.*

There has been much information collected by legitimate trade associations in which the general public has no interest whatsoever, yet information of this class has always been freely offered to the daily and the trade press, as well as to any governmental agency that might desire the information as a matter of statistical record. On the other hand, certain statistical data are collected by trade organizations that would be of vast value to the public generally if published in practical, available form.

Many of the trade associations securing and disseminating the statistical data mentioned have restricted the same to its membership, while others have undertaken to give the same to the public through the daily and the trade press concurrently with its members. The trade associations of the latter class are in the minority.

Information Should Be Open to All

Information lawfully secured regarding trade and economic conditions made public for the information of everyone can not be harmful. Information secured solely for the benefit of members and of a character that puts the membership, by reason of the information, in a position of advantage as compared with the public without such information can not be sanctioned by sound public policy. The act of securing the information and the use of it by the members of a particular organization may be perfectly lawful in itself, but it is my belief that good morals and a sense of fair dealing require the giving of the information secured in this collective manner to the public generally, to the end that all persons engaged in commercial transactions involving the information in question will be on an even footing.

The activities of trade associations that have received the greatest criticism involve the collection of statistics relating to volume of production, capacity to produce by districts of production, wages, consumption of products in domestic and foreign trade, distribution thereof, including volume of distribution by districts, together with figures as to stocks on hand, wholesale and retail, by districts, coupled with information as to price, either in the form of individual reports of each member distributed to every other member or the individual prices reported to the association and by the latter compiled and averaged by districts for certain specified periods.

If information regarding production, capacity and distribution by districts, with average prices for grades, brands, sizes, styles or qualities sold in the respective districts for specified periods of time could be given to the public at the same time that such information is available to the members of an association, in my judgment, great public good would result. With this information available, everyone dealing in the products of a given industry, whether buyer or seller, would have the same information regarding conditions and, in dealing with one another, would have knowledge of the same facts upon which to form their judgments as to the proper course to pursue.

A majority of the associations collecting data of the nature indicated have distributed same only to members of the association, while others have undertaken to give the information to the public through the daily and trade papers. Publication of the information by these associations in the daily press has not been general, and its availability to the public has been largely through the medium of trade papers, and through the daily press to the extent that the latter may have been utilized. When published through trade papers this information should be released to members only after such publication.

It should be borne in mind that the criticism aimed at this form of activity has not involved the instrumentality for securing it or the subject matter of the information, but has been directed to the use or possible use that might be made of the information, and the fact that no means existed for distributing the information to the public at the same time that it was received by the members of the association. These observations likewise apply to the criticisms directed to the furnishing of average price of given commodities according to grade, size, brand or quality by districts for specified periods of time, based on past and closed transactions.

(Continued on page 20)

Northern Wholesalers Re-elect Jones President

The affable disposition and genius for leadership, which was displayed by Ted T. Jones of Minneapolis, as their president during 1921, was recognized by the members of the Northern Wholesale Hardwood Lumber Association when they unanimously re-elected Mr. Jones to the presidency at their annual meeting in Milwaukee at the Athletic Club on February 13. Mr. Jones is head of the T. T. Jones Lumber Company.

At the same time Arthur Jarvis of Steven & Jarvis Lumber Company, Eau Claire, Wis., was elected vice-president; J. B. Andrews, Andrews-Early Lumber Company, Wausau, Wis., was re-elected treasurer, and J. F. Hayden of Minneapolis, secretary. The following were elected directors to serve two years: C. P. Crosby, Rhinelander, Wis.; H. E. Christiansen, General Lumber Company, Milwaukee, and Mr. Tolle, W. J. Campbell Lumber Company, Oshkosh, Wis.

In his annual address to the association President Jones directed the attention of the members to the fact that while their organization "is not the biggest lumber organization in the North, it is an immense factor in the marketing of hardwoods." He continued:

Its members produce or manufacture one-fourth to one-sixth of the entire hardwood lumber in Wisconsin, Northern Michigan and Minnesota, and it markets one-third of the entire output produced in these states. To show you the immense power of this association in the market, I wish to ask you just one question. If the members of this association should go into the market in the next two or three weeks and buy seventy-five to a hundred million feet of new and old lumber, as they have done for a great many years every spring, what would happen to the present market in hardwoods? This is mentioned merely to show you the great market power this little association has. If an act like this was done, low grade would move up and stabilize at a fixed price and there would not be the guessing what the value of lumber is that there is now. Instead of that there would be a fixed market and consumers that lack confidence in this market would begin to buy and the present unsatisfactory conditions that we have—with unsettled prices—would be done away with.

Service Is Vital This Year

Another question that Mr. Jones covered in his address was that of "Service." He said:

The members of this association are experts on market conditions and the marketing of lumber, and in this connection I wish to say there is a chance here for improvement. The word Service has gotten kind of back-negged. A number of people that hear it mentioned become slightly disgusted. Service is all right, but the understanding some people have of this word is wrong. As jobbers and marketers of lumber, Service is our big point. It is not necessary to talk it, but it is necessary to furnish it. I look at service as being one of the great things connected with the distribution of lumber. Our position in the North—so close to the consuming market—gives us a great chance to give better service than the competitor that has to ship his lumber a long distance—like the lumbermen in the South and West.

Real service with an individual or firm means filling orders in a way that is satisfactory to the person or firm that they have accepted it from. Service is the simplest thing in the world, but it means hard conscientious work. I believe this year that we can't work too hard trying to keep our customers satisfied. This matter I have mentioned is merely one of the things that members of this association can do to enlarge their trade. There are a number of others, but I feel that you would not want to be burdened with anything but a few short remarks from me.

There are two places where a man who markets anything learns his business, or rather there are two points that when thoroughly understood will mean success. Not to recognize them does not mean the person or firm will not be successful, but it does mean that he has missed two chief,

simple rules about market. One of these rules, without any doubt, he will have forced on him; the other he can use or not, as he sees fit, and he will get benefit depending on how much or how little he uses it. The second, as you will see, is closer bound up with association work. The two points are, first, you get very well acquainted with your customers whenever you have a kick; second point, or place to learn of your business is through your competitor. I consider these the two big things in a jobbing business. In the first you either make your customer into a better customer by the way in which you handle the kick, and in the second you learn how it happens that somebody else with a system different from yours is able to make a go of things. Through your competitor you learn how to successfully increase and improve your buying and selling ability.

Problem of the Lower Grades

During the usual discussion of conditions the persistent problem of the marketing of the lower grades assumed an outstanding position, and President Jones took the position that it was up to the wholesalers as experts in the merchandising of lumber to attempt to solve this problem. This resulted in the problem receiving the attention of the resolutions committee when it made its report. This committee, comprising G. A. Vangsness, chairman; W. W.

Brown and John Adams, recommended that the president appoint a committee of three to investigate the advisability and means of educating the hardwood consuming industries, particularly the sash, door and mill work and furniture industries, to the more extensive use of the lower grades. It was recommended that the committee be instructed to report the result of its investigations at the next meeting of the association.

The recommendation was unanimously adopted and President Jones made Mr. Vangsness, who is head of the G. A. Vangsness Lumber Company, Chicago, chairman. To serve with Mr. Vangsness he named R. J. Clark, the Cortez Lumber Company, Chicago, and H. A. Walker, H. A. Walker Lumber Company, Chicago. The president selected three Chicago men for the committee so that it would be easy for them to get together and accomplish something.

Another extremely important accomplishment of the association at its annual meeting was the selection of a candidate to

represent the association on the directorate of the National Hardwood Lumber Association, and the selection of a committee of three to work for his election. L. H. Wheeler of the Wheeler-Timlin Lumber Company, Wausau, Wis., was selected as the candidate, and the committee which nominated him made permanent to campaign for his election. This committee is composed of H. E. Christiansen, the General Lumber Company, chairman; Wm. Kelley, the Kelley-O'Melia Lumber Company, and C. L. Tillotson of the Wolfe River Lumber Company.

Improved Conditions Reported

The general discussion of conditions brought out many contradictory opinions, leading President Jones to remark that this is a day of contradiction in the lumber industry. But the majority of the opinions seemed to be that there will be a quiet, steady improvement in demand for hardwood lumber throughout the year; that there will be no general advance in prices; that the upper grades are relatively scarce, but that there has been a good production of lumber in the North this season. It was emphasized that this is no time to talk of high prices, but that undoubtedly from time to time certain items which become scarce will advance substantially. It was said that when a seller discusses higher prices



Ted T. Jones, Re-elected President

he antagonizes and discourages the buyer, and that it is best to let the buyer find out for himself by the inescapable evidence of actual conditions.

As to the contradictions, there were reports of good and bad business during January, but all agreed that January, 1922, was better than January, 1921. Reports of falling off of business in February were dominant in the discussion of February conditions, but it was assumed that there would be a steady fluctuation of good and bad weeks and months and that one bad month did not necessarily mean poor demand for any sustained period.

Resolutions were adopted extending the deepest sympathy of the association to W. S. Thom of the Adams-Thom Lumber Company, in the death of his wife, and also sympathy to Secretary Hayden, who was absent because of illness.

President Jones was thanked for his efficient service during the past year and wished the best of luck with the new company, the T. T. Jones Lumber Company, which he recently organized.

The meeting was held in the afternoon and was followed at 6:30 in the evening by the annual dinner and entertainment in one of the large ball rooms of the Athletic Club. This affair was arranged by a committee composed of H. E. Christiansen, chairman, William Kelley and Robert Blackburn and proved highly enjoyable.

The meeting was addressed during the afternoon by Albert Benjamin Cone of the Lumber World Review on "Sawing Hardwoods Into Strictly Clear Dimension," and by Edwin W. Meeker, editor of HARDWOOD RECORD, on the decision of the Supreme Court in the Hardwood open competition plan case. Brief talks were also made by Robert H. Kerr of American Lumberman, C. A. Carpenter of Lumber and L. P. Robertson of HARDWOOD RECORD.

Several new firms were admitted to membership. They were: A. C. Quixley Lumber Company, Chicago; Scherke Lumber Company, Wausau, Wis.; H. A. Walker Lumber Company, Chicago.

In the absence of Secretary Hayden, Robert F. Duncan, Duncan Lumber Company, Minneapolis, presided as secretary and read the secretary's annual report. He spoke, among other things, of the admission since the last annual meeting of the Adams-Thom Lumber Company, Bryant & Masten Lumber Company, T. T. Jones Lumber Company and the Maffett-Graef Lumber Company.

Mr. Duncan on his own behalf suggested to the members that they give some thought to the problem of the cost of wholesaling lumber, his idea being that cost methods might be applied to merchandising as well as manufacturing, tending thereby to stabilize conditions in the wholesale branch of the industry.

Association Activities Are Charted

(Continued from page 18)

Eleven Categorical Questions

With these observations, which have been extended at greater length than I intended, I desire the informal expression of your views as to the following activities on the part of trade associations and their members wherein neither the form of the association nor the activity, which appear perfectly fair and lawful on the surface, is used to hide or conceal some contract, combination, conspiracy, agreement, or understanding, secret or otherwise, on the part of the association, the membership or any part thereof to actually restrain trade or otherwise violate the Sherman Act:

(1) May a trade association provide for its members a standard or uniform system of cost accounting and recommend its use, provided that the costs so arrived at by the uniform method are not furnished by the members to each other or by the members to the association and by the latter to the individual members?

(2) May a trade association advocate and provide for uniformity in the use of trade phrases and trade names by its respective members for the purpose of ending confusion in trade expressions and for harmony of construction as to the meaning of trade phrases, names and terms?

(3) May a trade association, in cooperation with its members, advocate and provide for the standardization of quality and grades of product of such members, to the end that the buying public may know what it is to receive when a particular grade or quality is specified; and may such association, after standardizing quality and grade, provide standard form of contract for the purpose of correctly designating the standards of quality and grades of product; and may it standardize technical and scientific terms, its processes in production and its machinery; and may the association cooperate with its members in determining means for the elimination of wasteful processes in production and distribution and for the raising of ethical standards in trade for the prevention of dishonest practices?

(4) May a trade association collect credit information as to the financial responsibility, business reputation, and standing of those using the products of the industry; and may the association furnish such information to individual member upon request therefor, provided such information is not used by the association or the members for the purpose of unlawfully establishing so-called "blacklists"?

(5) May a trade association arrange for the handling of the insurance of its members, including fire, industrial, indemnity or group insurance? In other words, can the members of an industry, through the agency of a trade association, arrange for or place all of the insurance of the members?

(6) May a trade association, in cooperation with its members, engage in cooperative advertising for the promotion of trade of the members of that association engaged in the particular industry; and may the association engage in such form of promotion by furnishing trade labels, designs and trade-marks for the use of its individual members?

(7) May a trade association, for and in behalf of its members, engage in the promotion of welfare work in the plants or organizations of its members, which welfare work includes sick benefits and unemployment insurance for employees, uniform arrangements for apprenticeship in trade education, the prevention of accident, and the establishment of an employment department or bureau for cooperation with employees?

(8) May a trade association, in cooperation with its members and acting for and in behalf of its members, handle all legislative questions that may affect the particular industry, regarding factories, trades, tariff, taxes,

transportation, employers' liability and workmen's compensation, as well as the handling of rate litigation and railroad transportation questions?

(9) May a trade association, in cooperation with its members and acting for and in their behalf, undertake the promotion of closer relations between the particular industry and the federal and the state departments of government which may have administration of laws affecting the particular industry in any form?

(10)-A. May a trade association collect statistics from each member showing his volume of production, his capacity to produce, the wages paid, the consumption of his product in domestic or foreign trade, and his distribution thereof, specifying the volume of distribution by districts, together with his stock, wholesale or retail?

B. And may such trade association, on receipt of the individual reports of each member, compile the information in each report into a consolidated statement which shows the total volume of production of the membership, its capacity to produce by districts of production, which, in some instances, include a state or less area, the wages by districts of production, the consumption in foreign or domestic trade by districts, the volume of distribution by districts, and the stocks on hand, wholesale and retail, by districts?

C. And if, after compiling the information as aforesaid, the information received from the members as well as the combined information is not given by the association to any other person, may it then file the combined statement with the Secretary of Commerce for distribution by him to the members of the association through the public press or otherwise, and to the public generally and to all persons who may be in any way interested in the product of the industry, it being understood that the individual reports for the members should cover either weekly, monthly, quarterly, or longer periods as may be deemed desirable by the members, and, when a period is adopted, the report for each member shall cover that period, and the combined report shall be for that period?

(11)-A. May a trade association, at the time it collects the production and distribution statistics above outlined, at the same time have its members report the prices they have received for the products they have sold during the period taken, specifying the volume of each grade, brand, size, style, or quality, as the case may be, and the price received for the volume so sold in each of the respective districts where the product is sold?

B. And may the association, without making known to any person the individual price reports of any member, consolidate all of the reports into one, and show the average price received for the total volume of each, grade, size, style, or quality, as the case may be, distributed in each district covered by the distribution statistics for the period covered by each individual report?

C. And may the association, after making such compilation, send the compiled report as to average prices, as aforesaid, to the Secretary of Commerce, to be by him distributed to the public, and to any or all persons who may be interested in the particular industry making the reports?

In order to avoid repeating this question in connection with each one of the activities outlined in the eleven preceding questions, may trade associations engage in any or all of the activities named without violating the law, provided the organization and the activity engaged in are not for the purpose of hiding or concealing some agreement, contract, etc., to actually restrain trade or otherwise violate the anti-trust laws?

As stated in the beginning, I do not ask you to express your views in a formal opinion, but it is my hope that you may see your way clear to give me the advice that will enable me to adopt the proper administrative action in undertaking the duties imposed upon the Secretary of Commerce by the organic act creating the department. It is unnecessary for me to say that the general, unsettled condition regarding the proper provinces of trade associations justifies as early a reply to these inquiries as your other numerous official duties will permit.

Yours faithfully,

HERBERT HOOVER, Secretary of Commerce
The Attorney-General's Reply
 Washington, D. C., February 8, 1922.

My Dear Mr. Secretary:

Your communication of the 3rd instant relating to the practices in which trade associations may lawfully engage was received. I recognize the force of your able discussion of the subject, and after careful consideration of the several activities which you suggest can be exercised lawfully, I beg to say:

With reference to the first paragraph, there is no apparent objection to a standard system of cost accounting, but I think associations should be warned to guard against uniform cost as to any item of expense. For illustration, a strong effort has been made by some lumber associations to take as a basis for estimating costs of production a uniform charge for stumpage. Of course the cost of the timber in the tree to the different manufacturers who own their timber in the woods greatly varies; and as to each it should be charged at its actual cost. It is as clearly a violation of the law to agree upon the cost of an item that constitutes a substantial part of the total cost price when its cost actually varies, as to agree upon the sales price, because the sales price is substantially affected by such agreement. It has been ascertained that the members of one association go so far as to fix a uniform cost price, leaving to each member to determine what per cent profit he will add, thus eliminating entirely competition in so far as affected by the cost of production.

Furthermore, I have serious doubts about the advisability of the latter part of the sixth paragraph. I can see no objection to cooperative advertising designed to extend the markets of the particular article produced or handled by the members of an association, but when the several producers or dealers use uniform trade labels, designs and trade-marks it seems to me the inevitable result would be a uniformity of price. Where two competing articles are advertised in precisely the same way and bear exactly the same label or trade-mark, it certainly would be difficult for one to be sold at a higher price than the other, although its quality may be superior. In a way this is illustrated in the cement industry. There a standard of quality has been adopted. That is, it is necessary for all cement to comply with a certain standard, but in practice no manufacturer undertakes to make, or at least no one advertises that he does make, a grade of cement superior to that standard. The result is that there is no competition in the sale of cement so far as quality is concerned. It seems to me therefore that it would be well to eliminate the latter clause in paragraph six, to wit, "and may the association engage in such form of promotion by furnishing trade labels, designs and trade-marks for the use of its individual members?"

I can now see nothing illegal in the exercise of the other activities mentioned, *provided always* that whatever is done is not used as a scheme or device to curtail production or enhance prices, and does not have the effect of suppressing competition. It is impossible to determine in advance just what the effect of a plan when put into actual operation may be. This is especially true with reference to trade associations, whose members are vitally interested in advancing or, as they term it, stabilizing prices, and who through the medium of the associations are brought into personal contact with each other. Therefore the expression of the view that the things enumerated by you, with the exceptions stated, may be done lawfully is only tentative; and if in the actual practice of any of them it shall develop that competition is suppressed or prices are materially enhanced, this department must treat such a practice as it treats any other one which is violative of the Anti-Trust Act.

Yours sincerely,

H. M. DAUGHERTY, Attorney-General.

Hoover Elucidates Question Six

My Dear Mr. Attorney-General:

I have your letter of the eighth instant, in reply to my letter to you of February 3, 1922, in which I made informal inquiry as to the legality of certain activities of trade associations enumerated in eleven questions. It is very pleasing to me to note that our views regarding these matters are in such close harmony.

Your observations regarding the last clause in question (6) in my letter are wholly sound, based on the language of that clause. It was not, however, my idea that each constituent member of a trade association would use a community trade-mark on his product, i. e., the same trade-mark that was used by every other member of the association, and, therefore, the last clause in that question was unhappily worded. The question really relates to trade promotion through cooperative advertising, in which certain trade slogans are used, such as, "Made in Grand Rapids," which was adopted by the furniture manufacturers at that furniture center. Generally, activities covered in question (6) are conducted by a trade association in a given local community. An organization at Chicago advertises for its entire membership, which includes every line of commercial endeavor in Chicago, that the city is the great central market. It is cooperative adver-

tising of this class that tends to promote trade extension in given lines or collected lines of industry. Certain of the trade associations, however, do devise trade-marks, not for use by all members, but for individual members. It is a well-known fact that when some manufacturer or producer is fortunate enough to select a trade-mark that appeals to the public, it becomes a great aid in selling his commodity and, as a result, it is well advertised until it becomes a household word. Other producers or manufacturers of the same kind of an article, in order to take advantage of this situation, will devise a trade-name or trade-mark as near to that of the successful competitor as he thinks he can go and still escape suit under the trade mark or unfair competition laws. The activities of a trade association regarding trade-marks to which I referred in my letter of the third relate to the straightening out of instances of unfair competition or infringement as between the members by undertaking to design trade-marks for the individual members of the association making the same product that would absolutely prevent confusion on the part of the public as to the producer or manufacturer of the given article and, at the same time, remove all claim of infringement or unfair competition. In other words, the trade-mark activity referred to was that of making the trade-marks of each individual member distinctive instead of common. You may, therefore, consider the part of my question (6) referred to in your letter as eliminated from the question, and that the question was really intended to cover the matters stated herein. With this explanation, I feel sure you will agree with me that our views on the matters presented are in complete accord.

Yours faithfully,

HERBERT HOOVER, Secretary of Commerce.

Dimension Stock Movement Gaining Momentum

"The movement on foot to promote the more general use of ready cut small dimension stock is gaining momentum," says a statement issued by the Forest Products Laboratory at Madison, Wis. "Increased interest in this problem of such vital importance to all manufacturers and consumers of the raw forest materials is being exemplified by numerous progressive firms among all the various wood-using industries. As a fundamental step the U. S. Forest Service, through its Forest Products Laboratory, has been gathering first hand and detailed information during the past eight months on the waste occurring in the production of dimension stock at woodworking plants, together with actual costs of such production."

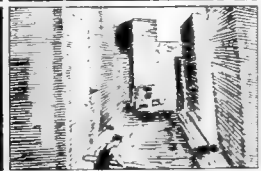
The statement continues:

It is, of course, quite generally known that in present practice a majority of the wood-using industries are required to purchase their raw material in the form of previously manufactured lumber. After bearing the excessive cost for freight on the material from the lumber manufacturing centers, the consumers must recut this lumber, not necessarily manufactured in sizes or shapes at all suitable for their particular purposes, into the small stock required in the fabrication of their wood products. Thus, the manufacturers must not only pay for the additional cost in cutting the required clear stock from this lumber and pay a lumber rate on the defective material not suitable for the small stock, but also must pay excessive freight charges on the defective material which is disposed of as waste. It is obvious then, that in best practice this small stock required by the chair and other secondary wood-using industries should be manufactured at the lumber or dimension mill, thus saving to the consumer at least the cost of the freight paid on the material wasted when lumber is purchased and manufactured. Moreover, if this stock is so manufactured, its size is such as to permit it to be produced from material now disposed of as waste by the lumberman, that is, from edgings, long trimmings, slabs, etc. As a rule, the clearest lumber produced in the tree lies in the outer layers of wood, such as would be included in the material just described.

The Forest Products crews have so far completed detailed factory studies, extending over periods of about 30 days each, at typical chair plants representative of manufacturing conditions existing in the Lake States, central hardwood region and the New England States. The crew is now completing the initial study in the southern chair field at Thomasville, North Carolina. Before leaving that point at least two additional studies will be taken.

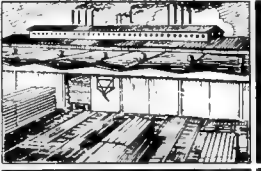
The results of these studies are going to bring out information which will be of real benefit and profit to lumber manufacturers, and to lumber consumers in those industries where the requirements of raw materials lie in the smaller sizes.

The Association of Wood-Using Industries, the National Association of Chair Manufacturers and all wood-using plants are greatly interested in these studies because the results are bound to furnish a basis by which operating expenses can be decreased, production costs lowered and our rapidly diminishing supplies of furniture and other woods be conserved. The lumbermen are interested because this movement for the more extensive use of ready-cut small dimension stock will furnish them excellent opportunities to rework their by-products, heretofore disposed of as waste, into profitable, saleable commodities.



YARD AND KILN

*A Section Intended to Promote Efficiency
and Economy in Lumber Drying*



Short Stories of the Kiln—An Expensive Accident

By C. J. M.

What cold air may do to hot lumber is best illustrated in relating the following experience which came to a very capable and faithful operator of an extensive layout of dry kilns.

In a kiln, containing approximately twenty thousand spoke billets of southern oak, which had been long enough in drying to reach about 35 percent of moisture content, through some blunder (probably careless piling), the forward piles collapsed, carrying a large door with them.

This accident occurred when the atmosphere was at about zero, or just a little below. The clearing and repiling of the billets and repairing of the kiln door occupied several hours.

The operator, feeling^a his responsibility in the matter, was pre-occupied with the work of restoring the kiln contents and the door to proper order, and thus completely lost sight of any possible consequences to the lumber and any possible steps to prevent these consequences, neither did he report the accident.

He succeeded in suppressing general information about the mishap, but was most unpleasantly surprised to find later that the great majority of the billets in the kiln were hopelessly destroyed for use other than kindling, because of severe checks and honeycombs. In fact only about 28 percent of the total contents of the kiln were finally found useful for the intended purpose. This notwithstanding the operators firmly established prior success in perfect drying of this material with but nominal kiln loss.

The money involved in the lumber being quite considerable, an investigation was ordered, to establish facts, causes of the damage, and prevention of a possible repetition of the disaster.

The conclusions were that the damage was caused by the sudden drying out of all surface moisture, and consequent deep casehardening, when the cold and very dry air came into contact with the hot (115°) lumber.

Serious damage to the lumber could have been prevented, or at least very largely restricted, first, by immediate flooding of the complete kiln contents with water from a fire hose, to cool the same and to moisten the surface of the lumber, even to the extent of forming an ice coating on the more exposed pieces, and next, by thorough steaming, after repiling and door repairs had been accomplished.

This and other similar experiences induce the writer to suggest, in case of hardwood lumber, and more especially oak and black walnut, that if the drying operation must be interrupted from any cause, and if the lumber must be permitted to cool while its moisture content is still above 15 percent, then if this cooling takes place in the kiln, all ventilation must be shut off completely, and condensers if there be any, and the relative humidity of the kiln air must be held constant at the point required by the then existing moisture content of the lumber or above this point, and if no steam is available with which to do so a water hose should be resorted to.

If on the other hand it were necessary to remove such lumber while hot from the kiln, then this lumber should be thoroughly drenched with water, until no further drying out takes place, and its temperature has been reduced to approximately, or below, the temperature of the atmosphere, or that of the place where this lumber is to be temporarily located, until it can be placed into a kiln. Even then the lumber should be carefully watched, and the wetting operation repeated if any signs of drying, due to internal heat, develop.

Questions and Answers

[NOTE: Readers of *Hardwood Record* are invited to submit their yard and kiln problems for answer in this column.—THE EDITOR.]

Question 5—Dripping Roof Over Transfer Pit?

The dry ends of our progressive kilns open onto a transfer pit, beyond which is located the dry storage space. The roof over this transfer pit persists in sweating and dripping during cool weather. There is no ceiling below this roof, which is of wood construction with tar and gravel over same.

Our kilns have good doors of the Hussey type, made of cypress strips and asbestos roofing paper, and the same fit quite well. This dripping is really getting serious, and we will thank you sincerely for any expert advice which you may obtain for us. Our engineer suggests a steam coil placed under the roof over the transfer pit.

Superintendent.

Answer to Question 5

From your description of the conditions I am inclined to reason as follows:

First—More humidity exists in the "dry" ends of your progressive kilns than probably should be there. It may pay you to investigate this.

Second—That, notwithstanding their good condition, your kiln doors do not fit sufficiently air-tight on this end. Upon investigation you will probably find that these doors "bottom" on the rails, and consequently fall away from the brackets and the lintels, or, if they really do "hang" as they should, in the top brackets, that the lintels have warped, or are not strictly in line with the jambs. It will be to your interest in several directions to have these doors brought to a tight fit.

Third—Your engineer is right in advising the steam coil, but this can be very light in capacity. About four pipes, run the full length of the transfer pit, will prove sufficient. These should be made up into a continuous coil (snake type), which, however, must not be over fifty feet long, and carefully hung as close to the roof as possible, in such manner as to assist its easy drainage of condensation, and must be equipped with an automatic air valve, connected to an enlarged fitting at its outlet end, the air collecting in this fitting to pass out through the air valve.

It is important that such a coil should be no longer than fifty feet. If the transfer pit in question is longer, divide the space into two or three, and provide separate steam coils accordingly.

Fourth—From your statements it would appear that your dry storage space, connecting direct with the transfer pit, must be insufficiently heated, and consequently too humid to serve its purpose properly. A dry storage space cannot be termed dry unless its humidity is held below the point where the wood can again absorb moisture from the air. The humidity of such a dry storage room, regardless of its temperature, must not exceed 20 per cent to 25 per cent, if you desire to hold the wood stored therein at a moisture content of about 5 per cent. A small amount of heating surface, properly placed, will accomplish this easily, and also will prevent any possible roof dripping.

Xylos.

Question 6—Dry kiln Doors?

I am designing a small woodworking plant, which is to contain two lumber kilns. The owner will provide all heating arrange-

ments himself, but he desires me to specify the best possible doors. There will be two cars in each kiln, and I am making the rooms 16' wide by 18' deep. The cars will enter endwise and stand parallel. What kind of a door would you recommend for such kilns?

Architect.

Answer to Question 6

Your inquiry does not state whether these kiln doors will open onto the inside of a building or will be located outdoors. If expense must be closely considered this would make some difference. Our presumption is that these kilns are intended for the drying of hardwoods, in which case the more air-tight these kilns can be constructed the better results will they produce. This, of course, applies with force to the doors, which should be made so that they will retain indefinitely their original tightness in contact with the sills, lintels and jambs.

There is not a very great variety of door design applicable to dry kiln use. For inside openings, protected from the weather, canvas curtains may be used, if installed double, with about 12" air space between, and if proper and practical provision is made to secure their side edges to the door jambs when in closed position. For outside openings, exposed to the wind and rain, these canvas curtains cannot be recommended, for reasons of operation and of economy in maintenance, although their first cost is less than any other form of dry kiln door.

A better door, which can be made and kept reasonably air-tight, if properly constructed and hung, is the so-called Hussey door. This is a light but tight combination of cypress strips and asbestos roofing board made full size of the opening, which it must lap 2" at top and either side. Plans are usually furnished by the makers of the hanging and operating apparatus. When closed, this door is held suspended tight against the lintel and the jambs by inclined slotted guides and hangers. To open the door it is lifted from its supporting brackets by a simple, one-man device, and its weight is transferred to a carriage running on a rail attached to the door lintels by brackets.

Usually a small inspection door is located near the center of the big door. This may be 24" wide by 36" high, rabbetted to close air tight. It is intended for the passage of the kiln operator.

A still better door, from the standpoint of air-tightness, heat-insulation and general durability is a hinged double door, built up of three or four crossing layers of good, clear pine or cypress lumber, on the refrigerating door principle, thoroughly painted before assembly, and set into steel door frames of angle and Z-bar construction.

These doors are applicable only to kilns which employ endwise piling of lumber, and the same cannot be used in connection with cross-wise piling kilns, because for their proper installation and working they require a 12" center pier between the two tracks and a clear opening, at least 12" greater than the width of the pile of lumber on each track, so as to provide 6" clearance on each side of the lumber car when passing through the door.

Special heavy hinges and heavy refrigerator door lever latches are used. These latter must be arranged to open from inside as well as the outside for safety of the operator.

The right hand half of the right hand door of each kiln is usually cut in two horizontally, so as to provide a smaller inspection-door for the operator's passage.

Metallic rolling doors have been used with considerable success. These are air-tight and will withstand the weather and kiln moisture if properly painted at regular intervals. This painting is exceedingly necessary to the maintenance of any kiln door. Metallic rolling doors preclude the possibility of a small inspection opening, which is rather important, since the raising of the full width door, if only for a short time, completely upsets the air conditions within the kiln, and thus prevents the operator from obtaining correct information of the temperature and humidity conditions within the kiln. In this respect the Hussey door and the hinged door, arranged as herein stated, are the most desirable. The operator can enter quickly and close the door behind him and thus realize the actual conditions of the kiln.

Xylos.



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Real Steam Value of Shavings and Scrap Wood

By C. J. M.

These lines are particularly recommended to the consideration of those Captains of the woodworking industry who are obliged to buy more or less coal or other fuel to supplement the shavings and scrap wood, which, resulting as a by-product of their operations, are passed on to the boiler furnaces for production of power and heat.

It is in such plants that the full fuel value of shavings should be completely utilized, because unless this full fuel value is obtained, then the additional purchased fuel, or at least part of it, represents waste of money, pure and simple, caused by the improper combustion of the fuel by-product of the plant.

As an interesting example, the writer recalls the investigation of the steam boiler operation of a woodworking plant of reasonable magnitude, which required approximately \$15,000 worth of coal (at pre-war prices) per annum, in addition to the dry shavings (mostly hardwood) and wood scrap, delivered to the boilers. The investigation promptly disclosed an exceedingly wasteful application of the shavings, which were not considered in the light of a valuable fuel, but rather as a factory waste which had to be gotten rid of by incineration in a boiler furnace on top of a perfectly good bed of glowing lump coal.

Briefly told, about 40 per cent, or \$6,000, of this coal bill was saved through a more economic use of the shavings, and an additional 12 per cent, or \$1,800, was saved through the remedy of obvious defects in condition and operation of the steam equipment.

Combustion engineering has made great progress in the last decade, but not in woodworking plants generally, and the conditions above described are by no means very rare. The gentlemen at the top of the woodworking establishments will find that a real opportunity exists for profitable conservation of by-product fuel in most of their boiler plants, provided they shall divorce these plants from customary methods of least resistance and shall enforce rational, economic conditions of fuel feeding and combustion.

Hardwoods Have Good Heat Value

Engineering textbooks usually state the heat value of hardwood, in comparison to that of bituminous coal, as 2:1, that is, two pounds of hardwood will make as much heat as will one pound of bituminous coal. While nothing is stated, generally, about the moisture content of the wood, ordinary, air-dry condition, of 15 to 20 percent is presumed.

In daily practice, however, many steam boiler plants of woodworking establishments do not realize even this 50 per cent heat value from their shavings. In fact, there are some woodworking plants which do not obtain as much as 25 per cent of the true fuel value from their by-product, and further, there are still other woodworking plants which, at times at least, actually spend good money for coal with which to burn their shavings at more than a 100 per cent loss. This may seem unbelievable, but the statement is based on observation.

On the other hand, the following description of a highly economical steam producing plant, using about 60 tons of shavings per day, may prove more refreshing and perhaps profitable.

A short time ago the writer, as a member of a committee of engineers, made an investigation in the boiler plant of a large industry near Chicago, which had been reported as obtaining most economic results from its shavings and scrapwood fuel (the bulk from kiln-dried hardwood and a small percentage from dry pine).

The findings of this investigation substantiated in fact that each pound of the entire 60 tons of shavings actually did produce as much steam as three-fourths of a pound of the fair grade Illinois coal which was being used, under highly economical conditions of stoker firing and combustion, in boilers of the same size and make, adjoining those burning the shavings. The exact percentage obtained from the wood was 76 per cent of the amount of steam as

produced by one pound of coal. Thus if one ton of the coal cost \$4, then one ton of the shavings had a fuel value of \$3, both delivered into the furnace.

The shavings were fed automatically, but not through the usual spout from a Cyclone separator. Instead, the separator delivered the shavings and hogged scrap to a horizontal drag conveyor above the boiler house, and from this were filled the individual boiler bins, solid with the shavings. From the bottom of these bins the shavings were conveyed in concentrated form, by mechanical means, to the furnaces and there introduced, without admission of air above the fire, and at the instant of entering the furnace were spread, in an effective manner, by means of small steam jets, so as to cover the entire grate surface quite uniformly.

Automatic Feed Gains Heat

Wishing to determine just what credit these automatic feeding devices were entitled to in the economic performance of the plant, the writer arranged with the plant engineer of another large Chicago manufactory to run a complete test on shavings skillfully hand-fired with admission of minimum excess air, and burned under similar conditions of science and common sense.

This test disclosed that with careful handfiring (with the shovel from boiler room floor), each pound of shavings from kiln-dried wood (mixed about 80 per cent hardwood and 20 per cent pine), would produce a trifle over 65 per cent as much steam as would one pound of Clinton County (Illinois) coal, when likewise burned under same favorable conditions.

In this case, if therefore the coal likewise cost \$4 per ton, then the fuel value of the shavings was \$2.60 per ton, both delivered to the firing floor.

Comparing the automatic shavings feed with hand firing, under the conditions stated, we find a difference of 11 per cent in favor of the concentrated automatic feed, which difference at the costs stated, would have a money value of about 40 cents per ton of shavings.

Other and similar cases of extreme results may be cited in illustration of a condition of waste, existing in a great industry, which waste is perhaps suspected but not sufficiently appreciated in its full importance to the individual manufacturer and to the entire industry.

What are the essential factors which control the economic combustion of shavings and make possible a high rate of economy in one case, and almost complete loss of the fuel value of the shavings in another, and what is the remedy?

Essentials for Burning Shavings

There are but three essential conditions necessary to the economic combustion of shavings. These are:

FIRST: Continuous, uniform feeding of the shavings in concentrated mass, and in sufficient volume to keep grates thoroughly covered to uniform depth, but not too deep to choke the air supply.

SECOND: Thorough spreading over the entire grate area, carefully avoiding all bare spots through which excess air could enter.

THIRD: A correctly proportioned, uniformly maintained air supply, through the grates only, and by no means above the fire, carefully avoiding excessive amount of air, over and above that required to support complete combustion, plus such small addition as may be necessary to effect thorough distribution of the air throughout the shavings.

None of these conditions is properly fulfilled in the generally employed, convenient method of feeding shavings to the boiler furnace through a spout or chute direct from the Cyclone separator, which method, because of its convenience, has cost the woodworking industry of this country millions of dollars in wasted fuel.

A uniform fuel supply is impossible by spouting direct from the separator, by gravity, because the shavings do not arrive in the separator in continuous uniform quantity, and there is very little opportunity for close regulation, even though the material can be deflected into the overflow bin in times of plenty. Coal is resorted to to hold even steam pressure, as a rule, and that is bad for the economy of the burning shavings, and equally as bad for the economy of the burning coal.

Uniform spreading of the shavings shot into the furnace from such a spout is not feasible, excepting by frequent hoeing, and this means work, which is often shirked, and the shavings therefore accumulate in a heap, which becoming too compact to pass any air through its interior, distills with the heat, instead of burning, mostly producing carbon monoxide gas, owing to the lack of air within the pile, part of which gas burns on release, producing carbon dioxide gas, but a large portion of the monoxide gas never gets a chance to ignite because of the very surplus of the air it craves, since the large amount of air coming into the furnace with the shavings through the spout from the separator is cold, and in rushing through the furnace has a tendency to cool the gases which are distilling from the piled up fuel on the grates, to a point below their ignition temperature. Fuel burned to carbon monoxide has given up only about one-third of its heat if the monoxide is not burned but lost without combustion.

Wrong Feeding of Air

A properly proportioned air supply is impossible when shavings are fed in varying and intermittent quantities direct from the separator. As the volume of fuel flowing through the spout to the fire decreases, the volume of the air passing through the same spout increases, which is just the reverse of the natural requirement, and this air, probably much in excess of all demands of proper combustion, is entering the furnace at the worst possible location, near the front and above the fire, where it cannot assist combustion, and on its passage through the furnace must acquire its heat from partially burnt fuel and gases, depriving the latter of the opportunity to properly ignite and thus deliver their full heat value.

Such an excessive quantity of air, admitted to the furnace for no useful purpose, besides also absorbs a large amount of heat which it carries out through the stack, since it enters at about 70° and leaves at about 450° to 500°.

There is only one practical remedy for the conditions described above, and that consists of feeding the shavings in concentrated mass, without admixture of air, either with the shovel or with a suitable mechanical device.

All air necessary for the complete combustion of the shavings to be introduced, in right volume, and at right pressure, through the ashpit and the grate bars, up through the fuel, either by natural draft, if this is sufficient, or by a mild forced draft, if the amount of shavings to be burned per square foot of grate would preclude passage of the requisite volume of air by natural draft.

Such a feeding of the shavings requires a reasonable reservoir capacity between the separator and the boilers, sufficient to hold about four hours' supply for those boilers which are to operate at their full capacity with shavings as fuel and without any assistance from coal. This reservoir capacity to take up any inequalities in the supply of shavings, on the one hand, and to permit the uniform and continuous delivery of shavings in concentrated volume without air to the boilers on the other hand. These shavings to be taken from the bottom of the reservoir and conveyed to the furnaces by a simple mechanical device, the speed of which can be conveniently regulated to suit conditions of steam demand.

The spreading of the fuel is accomplished by means of steam jets located just below the mouth of the fuel entrance, and can be made quite effective.

An overflow bin will probably prove necessary to receive any

temporary excess of shavings which cannot be accommodated in the reservoir.

Scrap Lumber Must Be Hogged

Scrap lumber which must be burned, if produced in appreciable quantities, should be hogged, and delivered to the separator with the shavings. To burn sticks too long for the furnace, which makes it necessary to leave the furnace doors open for long periods because the sticks project, is a waste of good money, and should never occur in a well managed plant. In several industries it has been found much more profitable to sell scrap wood on a tonnage basis for domestic use rather than to hog it and burn it under the boilers. Any scrap wood which cannot be introduced into the furnace with shavings, or with the shovel, and which must be thrown in by hand, is very expensive fuel, aside from the labor cost, because of the large amount of excess air entering the furnace through the almost continuous opening of the furnace doors.

No bed of coal is required to carry on combustion of shavings from kiln-dried lumber with the process above described, because the feeding can be made strictly proportional to the demand, and as steady as the feeding of coal on a chain grate.

The writer recalls some woodworking establishments where the boiler firemen thought that they could not burn kiln-dried shavings without a substantial bed of lump coal under the shavings. Even coal screenings were not acceptable, it had to be expensive "lump" coal. After proper training and some moral suasion, these same men fully agreed that these same shavings could be quite properly burned without an ounce of coal to assist.

Coal and wood shavings, when burnt together in the same furnace, in mixed state, make for bad economy in combustion of either. This applies particularly to hand firing. With chain grate stokers it is possible to feed a uniform, thin layer of coal and then spread on top of this, in the manner described, a well-distributed layer of shavings. In this case the coal should be of nut size, and it is used only to shut off the air spaces between the grate links, which otherwise would be too large for the shavings, and would pass shavings down and too much air up.

Conclusions On Steam Making

It may be well to remark, in conclusion, that there can be no real economy in any steam boiler operation, whether coal or wood fired, unless the up-take dampers of the boilers are in good operating condition, and the firemen are disposed to properly operate same, as often as necessary, to the benefit of the fires. This is as essential to economy as is the fuel itself to steam making, and it is the writer's experience that if the damper operating mechanism is maintained in good order and so placed that it shall be readily accessible from the boiler front, in other words, that it will require the least possible effort in its operation, that the firemen are agreeable to make proper damper adjustments as required by the furnace conditions.

And in order that the fireman may not be groping in the dark, a set of combination draft gauges should be provided for each boiler, at small expense, which will serve him, in a measure, as the compass serves the mariner, and tell him at a glance the facts about his fires and furnace conditions, good or bad, and will reflect the slightest change in damper adjustment, right or wrong, excluding guesswork.

Your shavings are worth money, gentlemen, ton for ton at least two-thirds, and possibly three-fourths the price of the coal you must buy. Do you get that heat value now in your furnaces from the shavings you send to the boilers?

The Light Woods of the United States

The three lightest woods in the United States are the corkwood, *Leitneria floridana*, a small tree in Florida and southeastern Missouri; tupelo buttress wood, the so-called tupelo "sounds," and the interior wood of cypress "knees." Corkwood when thoroughly dry is about one-fifth as heavy as water, the root wood only one-sixth. A specimen of tupelo has been examined with a specific gravity of only .137 or less than one-seventh the density of water.

News from the National Capital

Government Issues Price Statistics

In view of the Supreme Court's action in forbidding the American Hardwood Manufacturers' Association to make use of an open price exchange system of information on the lumber market, the following statement, issued by the Department of Commerce, the first of the sort since the decision, is of interest:

The attached sheets give an average of the prices at which actual sales of lumber at the mills are reported to have been made. The reports have been obtained by the Bureau of the Census directly from the mills. The number of quotations available differ rather widely for different species and grades, but no average is given which does not include quotations from at least three different mills. Each price given is a simple average obtained by dividing the sum of the quotations by their number. For the softwoods, the number of quotations used range as follows:

Southern pine, 7 to 22; Northern pine, 3 to 10; Douglas fir, 3 to 10; red cypress, 4 to 8; hemlock, 4 to 15.

Hardwood prices are those from Northern mills only. The majority of these mills are located in Wisconsin and Michigan. A number of reports were received from Southern and Eastern mills for earlier years and certain months of 1921, but comparatively few reports have been received for recent months, and they have not been included in this tabulation.

The number of quotations on hardwood species range as follows:

Ash, 3 to 8; unselected birch, 5 to 18; hard maple, 4 to 15; soft maple, 3 to 7; soft elm, 4 to 10; rock elm, 3 to 6; plain red oak, 3 to 7; basswood, 4 to 14.

All quotations are based on the average price per 1,000 board feet, f. o. b. mill. Tables of prices are added.

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Trade Commission Strikes Westerners

The Federal Trade Commission has sent to Congress the fourth of a series of reports dealing with the lumber industry, with particular reference to the Western Pine Manufacturers' Association of Portland, Ore., which was referred to in previous reports alleging existence of practices in restraint of trade on the part of various organized groups of lumber manufacturers.

The Commission states that the present report is based upon documentary evidence secured from the files of the Western Pine Manufacturers' Association and its more prominent members. The Commission alleges that the association was organized and conducted for the primary purpose of agreeing on prices of lumber sold in Middle West markets by manufacturers in Idaho, Western Montana, Eastern Washington and Eastern Oregon.

The report of the Commission says in part:

The activities of the association in advancing prices by concerted action were contemporaneous with a steadily rising price level between 1915 and 1920. Notwithstanding price reductions from the peak of the runaway markets of 1919-20, ranging as high as 88 per cent on the lower grades, most of the present prevailing quotations are far in advance of war time levels and none touch prewar levels.

On upper grades of Idaho white pine present quotations are substantially higher than those prevailing at the peak of the runaway market in February, 1920. The price advances made by prominent members of the Western Pine Manufacturers' Association during the runaway market of 1919 were characterized by the more conservative members and manufacturers as "radical," "incredible" and "tremendous." The president of the association referred to them as "anarchistic," and the secretary warned that "they were inviting an effort to nationalize the lumber industry soon."

In referring to price maintenance, the report says:

In periods of depression, the association members have resorted to concerted regulation of production for the purpose of maintaining the prices arrived at through concerted action, and as a basis for recurring cycles of increased prices when demand springs up again. In the fall of 1921 prices were again advanced on the basis of depleted stocks brought about by a reduction of over 50 per cent below normal in the 1921 output. Notwithstanding a nation-wide housing shortage, members estimate that their production for 1922 will not be over 50 to 60 per cent of their 1921 production, and there is trade talk of another runaway market.

In conclusion the report states that there has been active coöperation between the Western Pine Manufacturers' Association and the West Coast Lumbermen's Association, with the purpose and effect of harmonious action on prices and production.

Pertinent Information

New Partners Admitted to Love, Boyd & Co.

Under date of February 15, Love, Boyd & Co. of Nashville, Tenn., announce that Thomas R. LeSueur and John W. Love, Jr., have been admitted to partnership in that firm. Both of these gentlemen are well known wherever hardwood lumber is a factor, and each has a long and valuable experience behind him.

Mr. Le Sueur was formerly with Love, Boyd & Co., for about ten years, prior to allying himself with John B. Ransom & Co. of Nashville, Tenn. He started as a stenographer and was afterwards bookkeeper and general office man. He had been associated with John B. Ransom & Co. for about eleven years as sales manager and assistant to the president, and in that connection has established a notable record.

J. W. Love, Jr., son of the senior Mr. Love, one of the principals in Love, Boyd & Co., has been prominently and actively with the company so long as to thoroughly establish his contact.

J. W. Love, Sr., and Junior will continue to live in New York as at present and handle the eastern office, while the Nashville end of the business will be handled by Hamilton Love and Mr. Le Sueur.

Ten-Dollar Penalty Ordered Removed

The \$10 a day per car penalty charge on lumber and forest products held for reconsignment beyond the 48-hour free period has been ordered removed by the Interstate Commerce Commission in a decision on the long litigation which resulted from the American Wholesale Lumber Association petitioning for a removal of the charge with reparations for payments by its members under the operation of the penalty rule. The commission found that the charge was unreasonable under the present condition of large surplus car supply, but found no fault with the principle of the charge, holding that the carriers were justified in penalizing delay in transportation of a commodity, because they are not organized for the storage of commodities, but for their transportation. It held that the charge was reasonable at the time it was instituted. "It should be clearly understood," the ruling said, "that our approval of the elimination of the charge at this time is based solely on existing conditions and is not to be construed as an inhibition on the carriers to publish penalty charges in the future if and when conditions warrant." In the nature of the decision the door was closed to the granting of reparations.

The opinion of the commission also passes upon reductions proposed by the Chicago, Peoria & St. Louis railroad in reconsignment charges on lumber, which are found not justified and the suspended schedules are ordered canceled on or before March 13, the date on which the carriers in general are ordered to remove the \$10 penalty charge. That carrier proposed to cancel the \$5 reconsignment charge on lumber when instructions are received prior to arrival of car, and to reduce the charge from \$7 to \$3 when instructions are received after arrival of the car.

Attention is directed to the tariff of the Toledo, St. Louis & Western railroad, effective Sept. 6, 1921, by which that company made its charge for reconsignment of lumber at junction points \$3 irrespective of whether the instructions were received prior or subsequent to arrival of car, but it is stated that the lawfulness of that tariff is not an issue in this proceedings.

Old Sawmill Is Burned

After having stood since 1878, the building and sawmill near Columbus, Ind., owned by Charles Taylor, was destroyed by fire. The fire was of unknown origin and the loss is estimated at more than \$10,000.

Wagon Maker Dies

Charles Luther Olds, 66 years old, Fort Wayne, Ind., died recently at his home from paralysis. Mr. Olds was active in the management of the Olds Wagon & Wheel Works of Fort Wayne as well as being interested in many industries in Northern Indiana.

January, 1922, Building Permits Exceed Same Month of 1921 by 125 Percent

It was naturally expected from the way in which construction activity and contemplated activity kept up and even increased in volume during the late months of 1921 that 1922 would be ushered in with a good start.

Actual returns for January give more optimistic coloring than the most sanguine expectations, and as far as building permit issues go, January, 1922, stands a record-breaker, far outstripping any previous first month since 1914 and probably before.

Before real figures are considered it will pay to look at the expectations upon which the figures are based. Without going into unnecessary detail, it may be said that the labor situation is, on the whole, favorable. There is a big gain in efficiency brought about by the same economic conditions which have forced wage scales down to much lower average levels than

they were at the beginning of 1921. Material prices have undergone a decided deflation during 1921, and therefore the cost of construction is much less prohibitive than at any time since the war.

More than that there is coming about a national realization that business and industry must build upon a firm basis at home to make us the better able to stand the shock of a foreign debacle if such should come. The bottom of slump days has been passed, and the construction industry is going to be a potent factor in putting industry on its feet.

Returns for 194 cities officially reported to The American Contractor show a valuation of \$138,799,280 for 30,392 permits. This is a 125 percent gain over the \$61,592,924 valuation for the first month of 1921.

Henry S. Graves Returns to the Yale School of Forestry

It has recently been announced that plans long under consideration by Dean James W. Toumey of the Yale School of Forestry are now consummated in the arrangement whereby Col. Henry S. Graves, formerly Chief Forester of the United States, is to return to his former position as dean of the school. Mr. Toumey desires to resume his more purely scientific work and Mr. Graves, in view of the widening opportunities afforded to the school by its recent developments, is returning enthusiastically to his old post.

Coming coincidentally with the announcement that a further substantial increase, representing the income on a quarter of a million dollars, has been added to the school's resources, and that \$300,000 has recently been received for the erection and maintenance of a School of Forestry building, the news that such a conspicuous forester as Mr. Graves has been called to the faculty of the Yale school will generally be regarded as significant. The fact that Mr. Graves recently declined an offer of the position of conservation commissioner of the state of New York on the ground that the Yale School of Forestry offer, then under consideration, promised the greatest field for the national educational work in connection with forests and other natural resources in which he has been engaged since his resignation from Government service, will also be regarded as a significant circumstance. It is believed that the national eminence and international reputation of Mr. Graves will bring a degree of prestige which will directly influence the future growth of the Yale school.

Clubs and Associations

EVERY LUMBERMAN
LOGGER, MANUFACTURER, WHOLESALER,
RETAILER AND ALL OTHERS CONNECTED
WITH THE INDUSTRY
SHOULD ATTEND
THE FOURTH
AMERICAN LUMBER CONGRESS
AT CHICAGO
APRIL 6 AND 7, 1922

President to Receive National Wholesalers

Plans are rapidly developing for the thirtieth annual convention of the National Wholesale Lumber Dealers' Association to be held at the New Willard Hotel, Washington, D. C., Wednesday and Thursday, March 22 and 23. Addresses of a purely perfunctory nature will be eliminated and the Wednesday morning session of the convention will be opened by an address by the Hon. Albert B. Fall, Secretary of the Interior, who will outline matters of timely interest. W. DuBois Brookings, manager of the Natural Resource department of the Chamber of Commerce of the United States, and qualified to discuss large cooperative problems from the standpoint of a practical lumberman, will be one of the speakers, as well as Alvin H. Dodd, manager of the department of the committee on distribution, in which the association is represented by its first vice-president, W. H. Schuette, Pittsburgh.

The committee reports will be pointed and brief, plenty of time being permitted for discussion of problems of direct association interest, such as credits, collections, arbitration, transportation, etc.

The annual banquet will be held on Thursday evening, March 23, the principal speaker being the Hon. George Wharton Pepper, the newly appointed senator from Pennsylvania. In addition a distinguished and pleasing speaker will come from Canada. As usual with the National

association, the ladies will participate with the men in the banquet and listen to the after dinner speaking. Among the honorary guests will be Vice-President and Mrs. Calvin Coolidge, Secretary of the Treasury Mellon and others.

A dinner dance will be given on Wednesday evening, March 22. Such an affair proved to be most attractive and successful at the convention in Washington in 1920, and there have been numerous requests that it be repeated this year.

The President of the United States would like to have made his plans to be one of the banquet speakers, but this being out of the question he has invited the members of the association, their guests and accompanying ladies to meet him in the East Room of the White House during the convention. This will, of course, prove to be a most interesting and pleasing occasion.

Secretary Schupner has returned from a flying trip south and states that reports from all over the membership indicate a very large attendance at the coming convention, March 22 and 23, and that members will do well to make their hotel reservations well in advance.

Exporter Committees Named

The standing committees of the National Lumber Exporters' Association, for the current year, have been named by D. D. Hartlove, president, and announced from the Baltimore office by Harvey M. Dickson, secretary. They are made up as follows:

CLAIMS—Dwight D. Hartlove, Price & Heald, Baltimore, chairman; W. J. Eckman, M. B. Farrin Lumber Company, Cincinnati, and F. E. Hoffman, Hoffman Bros. Co., Fort Wayne, Ind.

TRANSPORTATION—Edward Barber, Howard & Barber Company, Cincinnati, chairman; J. J. Linehan, Mowbray & Robinson Company, Cincinnati; J. W. McClure, Bellgrade Lumber Company, Memphis, Tenn.; W. E. Weakley, W. M. Ritter Lumber Company, Columbus, O.; Ben Johnson, Mansfield Hardwood Lumber Company, Shreveport, La.; Ferd Brenner, Ferd Brenner Lumber Company, Alexandria, La.; F. G. Otis, Otis Manufacturing Company, New Orleans, La.; J. W. Turnbull, J. W. Turnbull Lumber Company, Philadelphia, Pa.; J. N. Woollett, Aberdeen Lumber Company, Chicago, Ill.; E. A. Lang, Paepcke-Leicht Lumber Company, Chicago, Ill.; W. F. Gammage, Cincinnati; James E. Stark, James E. Stark & Co., Memphis, Tenn.

MEMBERSHIP—Fred Arn, J. M. Card Lumber Company, Chattanooga, Tenn., chairman; A. S. Williams, Astoria Mahogany Company, Long Island City, N. Y.; H. A. Plumley, Hugh McLean Lumber Company, Buffalo, N. Y.; F. T. Atkinson, Walnut Lumber Company, Cincinnati; A. T. Knox, Lucas E. Moore Stave Company, New Orleans, La.; Frank Purcell, Frank Purcell Walnut Lumber Company, Kansas City, Kan.; T. T. Adams, T. T. Adams Company, Richmond, Va.; T. Hofmann, T. Hofmann-Olsen, Inc., New Orleans, La.; M. J. Dukes, R. A. & J. J. Williams Company, Philadelphia; C. S. Powell, C. S. Powell Lumber Company, New York.

ARBITRATION AND COMPLAINTS—J. J. Linehan, Mowbray & Robinson Company, Cincinnati, chairman (five others familiar with the particular department of the lumber trade with which the arbitration is concerned being named whenever there is any case to dispose of).

AUDITING—Holger A. Koppel, Baltimore.

MERCHANT MARINE—John L. Alcock, John L. Alcock & Co., Baltimore, chairman; A. S. Williams, Astoria Mahogany Company, and W. G. Harter, W. O. Harter Company, Inc., New York.

IMPORTATION OF HARDWOODS AND OTHER WOODS COMMITTEE—W. J. Eckman, M. B. Farrin Lumber Company, chairman; A. Chaitin, Overseas Lumber Company, New York; C. C. Mengel, Jr., the Mengel Company, Louisville, Ky.; George W. Hartzell, Piqua, O., and W. A. Scott, Rees-Scott Company, Ltd., New Orleans.

MARINE INSURANCE—John L. Alcock, Baltimore, chairman; Gustave A. Farber, Turner-Farber-Love Company, Memphis, and C. S. Powell, C. S. Powell Lumber Company.

NATIONAL COUNCILLOR OF THE CHAMBER OF COMMERCE OF THE UNITED STATES—W. J. Eckman, M. B. Farrin Lumber Company.

ALTERNATE—M. J. Dukes, R. A. & J. J. Williams Company.

UNITED KINGDOM FORM OF CONTRACT—Gustave A. Farber, Turner-Farber-Love Company, London, chairman; Chester F. Korn, the Korn Company, Sumter, S. C., and Innes Crichton, W. M. Ritter Lumber Company, Liverpool, England.

There has been named another committee, this being the one to confer with a similar body from the Transatlantic Line freight managers to consider various ocean transportation matters, among them standardization of rates. The president gave much thought to the personnel of this committee, aiming to pick members who are thoroughly conversant with the different phases of the hardwood export trade and with transportation problems. It is hoped by Mr. Hartlove that every member selected will consent to serve. A joint meeting of the two committees will be arranged as soon as this can be done. The N. L. E. A. committee is made up of John L. Alcock of John Alcock & Co., Baltimore, chairman; Edward Barber, Howard & Barber Lumber Company, Cincinnati; F. T. Turner, Turner-Farber-Love Company, Memphis; J. W. Mayhew, W. M. Ritter Lumber Company, Columbus, O., and Lucas E. Moore, of the Lucas E. Moore Stave Company, New Orleans.

The appointment of the committee was decided upon at the annual meeting of the N. L. E. A. after an open session on January 25, to which representatives of the Transatlantic Steamship managers were invited. Some twenty-five of them accepted, including a representative of the United States Shipping Board, and the subject of ocean freight rates and other related matters were discussed at considerable length. It was at this meeting that the proposal for a joint meeting of committees was made.

Notable Program Prepared for Second Annual Meeting of the American Wholesale Lumber Association

Assurance that the "Second Annual Convention and Merchandising Conference" of the American Wholesale Lumber Association will be a unique and memorable affair is given in the carefully prepared program, which is rapidly being completed at the headquarters in Chicago under the inspiring direction of L. R. Putman, the directing manager. The meeting takes place on March 9 and 10 at Chicago in the Gold Room of the Congress Hotel.

The program will show a few "New Turns" that will make the lumber industry sit up and take notice, and it will also bring on a headliner and some other performers who will keep things humming from start to finish and make attendance a profitable adventure.

The afternoon of the first day will be notable for the appearance of the Hon. Joseph W. Fordney, chairman of the ways and means committee of the House of Representatives, to speak on the sales and turn-over tax, the bonus bill, income taxes, the tariff and the American valuation plan. Congressman Fordney is probably the foremost tax legislation expert in the country if not the world, and one of the outstanding men of the Republican party. With twenty-three years of service in Congress to his record, Mr. Fordney will speak on these taxation questions with an authority that can be challenged by no one.

The progressive and original nature of the meeting will be expressed in another striking way by the stunt which will feature the dinner and smoker the night of March 9. The curtain will go up on a stage revealing scenes familiar to those present. One of the prominent members of the association will be in charge of a railroad and industrial purchasing office, and known as a "hard boiled" purchasing agent. He will be approached by another equally prominent wholesaler, who will undertake to sell him on his lumber requirements. It goes without saying that the dialogue which will ensue will be equal to a university course in lumber salesmanship and its problems.

The second act of this merchandising drama will present a retail lumber office in charge of one of the foremost retail lumber merchants of the country, and again a member of the A. W. L. A. will attempt to sell this "hard boiled" retailer.

Presence of Frank Fish Is Feature of Southwesterners' Meeting

Though the February meeting of the Southwestern Hardwood Manufacturers' Club followed within little more than two weeks from the annual meeting in January, there was a good attendance and a highly interesting session at the New Orleans Lumbermen's Club quarters on Wednesday, the 8th. President-elect H. G. Bohlssen occupied the chair and gave the Southwesterners an example of the tact, vigor and thoroughness with which the club meetings are going to be conducted during the next year.

The principal speaker of the day was Frank F. Fish, secretary of the National Hardwood Lumber Association, Chicago, and other interesting addresses were made by various lights of the industry from the Southwestern states comprising the club. Vieing with the address of Mr. Fish for interest was a report of the club's special taxation committee, who assured the members (that is, those from Louisiana) that their mission to Baton Rouge before the Louisiana Taxation Commission had been altogether successful, and that for the current year there would be a substantial reduction in hardwood taxation under that prevailing heretofore. The reductions, according to the committee's report, should range as high as 50 per cent on some items, and the committee was heartily thanked for the success with which it had met at the hands of the hard-boiled tax commissioners of the state.

The Southwestern manufacturers were also especially pleased with the promise of Mr. Fish for greater consideration with regard to the association's inspection service throughout the extreme South and Southwest. Manufacturers some time ago had expressed a desire for more inspection service, and this desire was met by a statement by Mr. Fish that the association already has increased its inspection in and about New Orleans considerably, and that in the future it will strive its uttermost to meet every requirement. According to Mr. Fish, the association already has installed several inspectors in and about New Orleans, one in Mobile, another in points in Texas and others scattered throughout Mississippi and Louisiana.

A discussion of costs was led by C. J. Coppock, Cybur Lumber Company, Cybur, Miss., former president of the club, and other members contributed to the common fund of information on this important subject, including J. E. Welch, Dubois Lumber Company, Lake, Miss.; John DeBlieux, Soniat & DeBlieux, Opelousas, La.; G. H. Damon, H. H. Wiggin Lumber Company, Plaquemine, La., and others.

C. D. Bordelon, general agent of the Southern Pacific lines, assured the club that his was among the first routes to endeavor to lower freight rates on hardwood lumber, stating that the railways realized that such action would result in more business for them while at the same time increasing the business of the manufacturers.

Harry T. Kendall, Kirby-Bonner Lumber Company, Houston, outlined to the club the plans of his vast pine company for embarking in a most com-

prehensive manner in the hardwood business and assured the members that they would soon become members of the club.

Due to the meeting on March 7-8 of the American Hardwood Lumber Manufacturers' Association at Louisville, Ky., the club voted to hold its March meeting on the first, and beginning in April the date will revert back to the second Wednesday of each month.

Indications were that the Southwestern Hardwood Manufacturers' Club would be represented in goodly number at the Louisville conclave.

Memphis Club Unanimously Against Soldier Bonus

The Lumbermen's Club of Memphis is unalterably opposed to the payment of a bonus to American soldiers either in cash or its equivalent on the part of the government of the United States. This was made perfectly clear when, at the regular semi-monthly meeting at the Hotel Gayoso Saturday afternoon, February 18, the members voted unanimously against this proposition. The club, however, is in favor of appropriations by the Congress to provide funds for the vocational education of those soldiers who desire this. H. B. Anderson of the Anderson-Tully Company, who served with the American forces in France, made an impassioned appeal for the provision of funds for vocational education of those who were called to the colors during the war, declaring that this amounted to little more than an extension of the public school system of the country, and that the number who would avail themselves of such educational training would represent but a few thousand out of the more than 4,000,000 who were called up.

The bonus question came before the club in the form of Referendum 38 of the United States Chamber of Commerce. Opposition to the bonus as applied to all veterans was based primarily on two facts: The burden of taxation is already too heavy, and there is distinct unwillingness on the part of members of the club to capitalize patriotism.

On motion of F. T. Dooley of the Dooley Lumber Company, Joe Thompson, president, was authorized to appoint a committee of five to investigate the feasibility of establishing a cooperative plant at Memphis for the fabrication of No. 3 common oak and other items of the same grade in Memphis and the Memphis territory. This committee will report at a subsequent meeting. The highness of freight rates has almost stopped the movement of No. 3 common hardwoods to market, and it has cut off most of the outlets that were open before the advances went into effect. The cooperative plant idea is based on the belief that, if facilities are established here for the fabrication of this material, the fabricated product can be sold at a profit and an outlet can thus be provided for this stock, which is now largely unsalable.

The entertainment committee was instructed to take proper steps looking to the entertainment and pleasure of the members of the Northeastern Retail Lumber Dealers' Association who will visit Memphis March 11 and 12. Present plans call for a special train to convey the visiting lumbermen to all the lumber and woodworking plants in Memphis and for a smoker in the evening. These gentlemen will arrive on the morning of Saturday, March 11, and will leave Memphis Sunday afternoon, March 12.

John M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, extended a pressing invitation to members of the club to attend the forthcoming third annual of this body at Louisville, Ky., March 7 and 8. He said that a very interesting program is being arranged, and that a large number of consumers would be present to discuss some of their problems with the manufacturers.

John W. McClure, president of the National Wholesale Lumber Dealers' Association, also invited members of the club to attend the thirtieth annual of this body, to be held at Washington March 22-23. He declared there would be very few set speeches, but that, on the contrary, most of the two days would be given to intimate discussion of the problems of the industry. Entertainment, too, will be a conspicuous feature of the convention. This will consist of a formal banquet, a dinner dance for the ladies and a reception at the White House.

Six new members were elected: Franklin T. Turner, H. D. Love, F. G. Woods and C. W. Parham, all of the Turner-Farber-Love Company, which was recently formed in Memphis; Carl White, Breece Manufacturing Company, and C. H. Larabee, E. Sondheimer Company.

New Southern Traffic District Offices Opened

District offices of the Southern Hardwood Traffic Association have been established in the Emanuel building at Mobile, Ala., with J. J. Martin as acting manager, and with S. B. Adams, Lucas E. Moore Stave Company, as vice-president in charge thereof, according to announcement made by J. H. Townsend, secretary-manager, with headquarters at Memphis.

Mr. Martin has had thirteen years' experience as a traffic man. He served the Mobile Lumbermen's Club for a time as traffic expert, and more recently he had been employed in the New Orleans district offices of the association. Mr. Adams, who was the unanimous choice of the firms composing membership in the Mobile territory as vice-president, is one of the best known lumbermen on the gulf coast.

The Mobile district offices are the sixth created by this body in the past six years. The first was established at Louisville, Ky., in February, 1916, and the others in the order named: Helena, Ark., New Orleans, La., Cincinnati, O., Memphis, Washington and Mobile.

Mr. Martin will also act as agent for the American Overseas Forwarding Company at Mobile, and it is expected that the establishment of offices at Mobile by the latter will materially increase the tonnage of hardwood lumber and forest products clearing through that port.

HOLLY RIDGE HARDWOODS

**BRANDED
HR****Gum Oak Ash Elm Cypress**

THE supreme test of confidence in one's product is represented in the published brand. In the lumber industry where the sale of products is limited to comparatively few customers, the goods and the service *must* be of unquestioned excellence or the brand will destroy—not build—confidence. The H R brand has stood the test for many years. It has been the reason for countless repeat orders and many long standing accounts. Holly Ridge Hardwoods are manufactured on our own band mills and are shipped direct to the consuming trade under the famous H R standardized grades—as ample warranty of good faith as can be maintained in the sale of hardwood lumber.

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Main Office: LOUISVILLE, KENTUCKY

Third Annual of American Hardwood Association Will Be Momentous

The third annual of the American Hardwood Manufacturers' Association at Louisville, Ky., March 7 and 8, looms as one of the most important in the history of this organization, according to John M. Pritchard, secretary-manager. The attendance promises to be of record proportions, as, in addition to the large number of members present from the entire hardwood producing territory, a handsome number of consumers have indicated that they will be there. A most interesting program, too, is being arranged, some of the papers being of as much value to consumers as to manufacturers. Furthermore, the association, at this annual, must determine the scope of its future activities in the interest of the hardwood lumber industry. This is rendered necessary by the unfavorable opinion of the Supreme Court in the Open Competition Plan case. Nothing has yet come out of Washington indicating what associations may or may not do in the way of compiling and distributing the basic facts of the industry they represent, and it is admitted that the question of determining the future of the statistical department will be rendered somewhat difficult unless some light is shed on this from Washington.

Secretary-Manager Pritchard announces that W. A. Babbitt, secretary of the National Association of Woodturners, South Bend, Ind., and chairman of the committee on standardization of dimension stock for the Wood-Using Industries' Association, will address the convention on "Standardization and Utilization of Dimension Stock." Steps have been in the making for a long while to bring about standardization of dimension stock with a view to cheapening its cost and to eliminating waste, and it is suggested that something definite will probably be accomplished in this direction at the annual.

Mr. Pritchard also announces that W. P. Wilson, president of the National Door & Sash Association and head of A. Wilson & Son, Wheeling, W. Va., will deliver an address on some phase of the sash and door industry. He is reputed to be a very interesting speaker, and is known to be thoroughly in touch with all phases of the business in question.

Southern Sash, Door and Millwork People Meet

The Southern Sash, Door & Millwork Association held its quarterly meeting at the Grunewald Hotel, New Orleans, February 15 and 16, and after devoting the two days to serious consideration of many important problems, the 52 delegates attending from fourteen states and the District of Columbia boarded a special coach for Shreveport, La., for sightseeing purposes and thence to Jackson, Miss., where they were officially disbanded until the next convocation.

Special addresses at the sessions in New Orleans were made by President P. F. Conway, Secretary C. B. Harmon, H. T. Didesch, assistant secretary, Millwork Cost Bureau; F. C. Doyle, a St. Louis putty expert on "Primeless Putty," and various others prominent in this important phase of the lumbering industry.

The delegates to the Southern Sash, Door & Millwork Association's quarterly meeting were obviously much impressed with the confusion thrown into trade association work in general by the hardwood decision by the United States Supreme Court and considerable effort was spent in trying to clear up the confusion. The discussion on this subject was ably led by Secretary Harmon, who asserted that "trade associations have been misunderstood, undervalued, misrepresented and subjected to unjust and prejudiced criticism." Secretary Harmon denied that it was the object of a public-spirited trade organization to try to fix prices either directly or indirectly. That was the least of its concern. "Maintenance of grades, standards, rules and regulations is the aim of the typical trade association," according to Secretary Harmon's definition of their proper functions.

The delegates were entertained royally by the home members, being dined and banqueted at the Southern Yacht Club and the city's most famous French cafes and taken about the city for sightseeing, etc.

Appalachian Loggers Outline Spring Program

A meeting of the executive committee of the Appalachian Logging Congress was held at Knoxville, Tenn., Farragut Hotel, February 4. C. L. Babcock, chairman, president, and other members of the committee present were: W. T. Latham, Andrew Gannett, W. H. Hopkins, J. P. Vestal, C. F. Maples. Lewis Foster, chairman of the Entertainment Committee, was also in attendance. The program for the next meeting, Cincinnati, O., May 9 to 11, was discussed in detail. In the beginning it was decreed that the Congress as a whole should adopt a conservation policy toward forest products and all pertaining thereto, and the program for the coming Spring Meeting to be prepared accordingly. The following is the outline of the program adopted by the committee:

Cruising—By some professional cruiser. Twenty minutes' talk touching upon all phases of this class of work, followed by general discussion of 20 minutes.

The balance of the time of the program will be devoted to three addresses by men who are prominently identified with the Lumber Industry, on the following subjects: (1) Timber Cutting and Swamping; (2) Skidding both by Team and Steam; (3) Railroad Operations; (4) Railroad Maintenance.

These subjects are to be subdivided under several heads, and a chairman is to be appointed of a committee, empowered to choose his associates, and

see that these subjects receive the proper consideration, and are discussed in a thorough manner. A paper of approximately twenty minutes' length to be prepared by the Chairman, touching upon the subject in general and not less than three five-minute papers are to be prepared by the other members of the committee, touching upon the subdivisions of the subject, this to be followed by a general discussion participated in by those present.

One thought was uppermost in the minds of those present, it being "Conservation of Timber from Stump to Mill." Also, that the program be prepared with these thoughts, which will enable the reduction of costs, thereby conserving the lumbermen's money.

Southern Hardwood Traffic Announcements

The Southern Hardwood Traffic Association announces that reductions ranging from one-half to four cents per hundred pounds on lumber and lumber articles will become effective February 28 from points in Mississippi valley territory east of the Mississippi to destinations in Iowa, Kansas and Nebraska, thus putting producing territory east of the Mississippi on the same basis as that west of this stream so far as destinations in the states mentioned are concerned. It points out, however, that, where there are two or more delivery lines to the same place, the rate by each line is different, and it, therefore, suggests that it be consulted regarding rates before shipments are actually pledged to any particular road.

The Missouri Pacific railroad, according to the association, has established, effective March 3, a net rate of 9½c on logs and 11c on lumber from Memphis to Little Rock, thus equalizing these rates with those applying Santa Fe in Louisiana to the following ports: Galveston, Texas City, Port Houston and Houston, and Beaumont. The new rate to the first named four is 12 cents and that to Beaumont is 10 cents.

Eight cents per hundred pounds on lumber and lumber articles from New Albany, Ind., to Norfolk, Va., via the Southern Railway, effective March 5, 1922.

Three to four cents per hundred pounds on lumber and lumber articles from numerous points on the Rock Island system to Virginia cities, effective February 28, 1922.

Two cents per hundred pounds in handling charges at New Orleans on both logs and lumber on the part of all the lines entering that port with the exception of the Louisville & Nashville. These charges, on the new basis, are 2 cents on lumber and three cents on logs.

Absorption of handling charges, effective February 4, 1922, on the part of the Louisville & Nashville, on competitive traffic at Mobile, except when originating in Alabama, Tennessee (not including Mississippi river crossings) or Mississippi.

Reduction (extent not yet known) in rates on lumber and lumber articles from points on the Louisville & Nashville south of Decatur, Ala., to Eastern cities, as a result of agreement to publish through tariffs.

Evansville Lumbermen's Club Meets

The regular monthly meeting of the Evansville Lumbermen's Club was held at the New Vendome hotel on Tuesday night, February 14, and there was a good attendance. General trade conditions and railroad rates were discussed, the discussion being led by Daniel Wertz of the Maley & Wertz Lumber Co. and John C. Keller, the traffic manager of the club. It was generally agreed that trade had been very dull during the past two months and that they believed it would show some improvement with the coming of spring. The question of the annual summer outing of the club was not brought up but it probably will be discussed at the next meeting of the club, which will be held on Tuesday night, March 14. The outing will be arranged by the entertainment committee, of which Gus E. Bauman is the chairman. It is expected the outing will be given this year on a steamboat on the Ohio river.

With the Trade

Carrier Will Build English Cottage in Memphis

R. M. Carrier, head of the Carrier Lumber & Manufacturing Company, Sardis, Miss., and president of the American Hardwood Manufacturers' Association, has purchased a lot 200x200 feet on Belvedere boulevard, one of the most prominent residence thoroughfares in Memphis, and will build thereon this spring with a view to making Memphis his future home. This is to be an English type cottage, which is to be built around two rooms bodily imported from England in 1914 and now used as part of his residence at Sardis, Miss. The woodwork in these consists of English oak paneling, and oak frieze and panel ceiling and it is more than 300 years old. The cottage is to be of antique brick construction, with antique broken tile roof to give the appearance of a century or more of age. The antique idea will be carried out on the interior with imported furniture. Extensive English gardens are being planned by a Boston architect and landscape gardener and the Carrier home will be distinctly different from anything in Memphis.

Grosskopf-McDonald Company Formed

The Grosskopf-McDonald Lumber Company has been formed by John Grosskopf and E. H. McDonald and headquarters have been established in Shawano, Wis. The company's mills are located at Lyndhurst, Pella and Tillida, Wis. Both members of the new firm are men of experience in the lumber business. Mr. Grosskopf has operated saw mills in the North for years, while Mr. McDonald has served with the Flambeau River Lumber Company, the Menominee Indian mill and the Chas. Gill Lumber Company. He was in charge of the mill operations of the latter company for four years. The new company will manufacture and wholesale hardwood lumber.

Evans-Tolley Nuptials Announced

Mr. and Mrs. Guy Huston Evans announced the marriage of their daughter, Sadie Katherine, to Robert Lee Tolley on Wednesday, February 15, at half after ten o'clock in the morning at Trinity Methodist church, Chattanooga, Tenn. The bride's father is one of the best known hardwood manufacturers in the southern territory. His company has been among the leading members of the southern branch of the industry for years.

Cincinnati Has New Hardwood Company

Cincinnati has added another hardwood lumber concern to its already long list. The new concern is known as the Warn-Hamrick Company, and has been incorporated with a capital of \$50,000 to manufacture and deal in hardwoods. The officers are: President, Preston Warn; vice-president, W. Waite Hamrick, and secretary-treasurer, Robert S. Warn. Preston Warn is now manager of the Warn Lumber Corporation, Raywood, W. Va. Until January 1, Mr. Hamrick was western representative of the John Halfpenny Company of Philadelphia. Robert Warn was in charge of the office at the Warn Lumber Corporation until January 1.

Exports Show Good Improvement

The improvement which has taken place of late with regard to the foreign trade is shown by a comparison of the statements for December, 1921, and the corresponding month of 1920, but even more by contrasting the results of last December with those of November and some of the preceding months of 1921. The aggregate estimated value of the exports for last December is given as \$257,370, against \$292,246. This appears to indicate a loss, but allowance must be made for the difference in valuation, the shipments for December, 1920, having ranged very much higher in value than those for last December. The 789,000 feet of oak boards shipped last December, for instance, are recorded as having a value of \$28,844, while the 639,000 feet shipped in December, 1920, were declared to be worth not less than \$90,485. This happens to be the only item on the list which admits of comparisons, other contrastings being inconclusive; but there can be no doubt that the movement last December was materially larger than the appraisement would indicate. The value of the shipments for last November were 206,181 and those of October \$66,861. Measured by these months, therefore, December shows up very well, with every indication that further gains will be recorded.

Bauman Launches Own Company

Gus E. Bauman, who for the past six years had been connected with the Maley & Wertz Lumber Company of Evansville, Ind., in the capacity of vice-president and traffic manager, has resigned his position and has started the Gus E. Bauman Hardwood Company with offices in the Citizens' Bank Building at the corner of Main and Fourth streets. The company will deal in all kinds of hardwoods and will make a specialty of gum. The company will have sales connections with some of the largest hardwood mills of the country. Mr. Bauman has had about twenty years' experience in the hardwood lumber business and before going to Evansville was connected with J. V. Stimson & Co., Owensboro, Ky.

Fast Feed Planer and Matcher Book

An illustrated 92 page book on Fast Feed Planers and Matchers has been issued by the S. A. Woods Machine Co., Boston, Mass., copies of which may be had by anyone interested in this subject upon application to the executive office at Boston or to any of its branch offices.

Assistant Director of Forest Products Laboratory Resigns

The Forest Products Laboratory, Madison, Wisconsin, announces the resignation, effective March 1, of O. M. Butler, Assistant Director for the past five years. Mr. Butler leaves to take the newly created position of Forester in the American Forestry Association at Washington, D. C.

Bruce Leads South in Installing Wireless Telephone Service

The first wireless telephone service for commercial purposes to be established in the South is being installed by the E. L. Bruce Company, manufacturers of hardwood flooring and lumber, to connect their mills at Memphis, Tenn., and Little Rock, Ark.

It is said that there are only a few other commercial organizations in the country and these confined largely to New York and Chicago, that have shown the enterprise of this southern company in so early taking advantage of the development of wireless telephony. In establishing this service the company will assume a unique position in the lumber industry and at the same time will reflect credit on the progressive spirit of that industry.

Writing to *Hardwood Record* about this ultra-modern undertaking, H. D. Thorn, manager of sales promotion for the E. L. Bruce Company, had the following to say:

"As we manufacture our own electrical power at each one of our plants, we anticipate that we will be able to operate these wireless stations at practically no expense. We are assured that a special operator is not required and that with a little coaching, anyone in the office can operate the telephone.

"With the delays that we are experiencing in long distance telephoning and telegraphing, we anticipate a big advantage by this installation and are assured that they are powerful enough to get through from Memphis to Little Rock, or vice versa, under practically any atmospheric conditions.

"Our sending and receiving wires will be placed at an altitude of approximately one hundred and twenty-five feet, as they will be strung from the sprinkler tower and smoke stack in each case and this will provide us with a wide range, both in receiving and sending messages.

"Of course, this is somewhat in the nature of an experiment, but we feel sure that the use of wireless telephones more and more in the affairs of modern business will be certain. At any rate, it will give us quick connection between our two plants at all times and when the use of these wireless telephones is more general, will probably be able to transact quite a bit of business with our dealers throughout the country, as the outfit we are getting is capable of reaching pretty well over the country, under favorable conditions.

"These telephones will be installed in the very near future and we will be glad to advise you, after we have thoroughly tried them out, just what our results are with them, as we feel that an experiment of this nature will be of interest to the general lumber industry."

Ask Receiver for Body Company

Suit was filed recently by Walter W. Woodruff & Sons against the Indiana Body Corporation, Indianapolis, asking the appointment of a receiver for the body corporation, judgment of \$1,000, including a note, interest and attorney fees. It is alleged that the corporation is about to become insolvent.

Weyerhaeuser Will Market Hardwoods in East

A most formidable new competitor has entered the hardwood trade in Baltimore in the Weyerhaeuser Timber Corporation, hitherto known only as one of the biggest producers in the country of Pacific coast softwoods and cedar. The corporation, as has been repeatedly announced, has established in Baltimore one of the biggest lumber depots along the Atlantic coast, the plant being located at Fairfield, on the south side of the harbor, with direct connection by water and railroad. The largest vessels are able to come up to the company's dock and load and unload. For a time the stocks received from Everett, Wash., were material intended for the construction of the depot buildings, but now that this work has been practically completed, at least so far as present requirements go, the corporation is beginning to receive enormous shipments of fir, spruce, hemlock and other woods, and Col. James E. Long, the manager of the branch, announces that his company is prepared to ship hardwood lumber, together with hardwood flooring, as well as its usual softwoods. To be ready at all times to take care of the inquiries for hardwood flooring, for which Colonel Long evidently sees a heavy demand, the corporation has arranged with the W. M. Ritter Lumber Company of Columbus, O., to handle its celebrated "Ritter Brand" of oak flooring. It was not hitherto supposed that the Weyerhaeuser interests would take in any of the hardwoods, and the announcement will therefore come as a surprise. The company has recently completed at the depot a plant for the working of timber, and is now in a position to supply stocks of any thickness or width.

Columbia Graphophone Company Involved in Receivership Suit

Much interest is felt at Baltimore as a result of the proceedings for a receivership for the Columbia Graphophone Company at Wilmington, Del., and other places, because of the fact that the Columbia Graphophone Factories Corporation, an affiliated concern, has a big factory at Orangeville, a Baltimore suburb. The factory was started during the war and practically completed about two years ago, but has not begun operations. It owed its inception to the boom born of the war, and large quantities of hardwoods were purchased and stored in the yard preparatory to the manufacture of phonograph cabinets. The company long since stopped buying cabinet woods for this or any other purpose, and it has been a case of waiting for the financial clouds to disappear. The company has met all of its fixed obligations, and it is contended that the suits, which were brought by stockholders, have no real standing in court. It is not likely, however, that pending a settlement of these proceedings the Columbia Phonograph Factories Corporation will begin actual operations here. Meanwhile one avenue of distribution for hardwoods, which was expected to absorb large quantities of lumber, remains closed.

John G. Adler, Veteran Lumberman Dies

John G. Adler, prominently identified with the lumber industry at Memphis for practically half a century, and president of the DeSoto Lumber Company, died there last week from heart trouble after an illness of only a few hours. His remains were interred in Calvary cemetery after solemn requiem mass at St. Patrick's church. The deceased is survived by two daughters, Miss Elizabeth A. Adler and Mrs. Marie Bumpus, and by two sons, J. C., who was associated with him in the lumber business, and W. H., who is an editorial writer on the Memphis Commercial Appeal.

Mr. Adler was born in Wurttemberg, Germany, in 1848, and came to this country with his parents when only a lad. He entered the lumber business when 16 years of age.

Mississippi Valley Hardwood Lumber Co. Formed

The Mississippi Valley Hardwood Lumber Company has been formed in Memphis by the following gentlemen: J. F. McSweyn, George McSweyn and Otis A. Felger, Memphis Band Mill Company; T. B. Dillon, Poinsett Lumber & Manufacturing Company; K. L. Emmons, K. L. Emmons Lumber Company, and E. H. Scott. Organization has been perfected by the election of J. F. McSweyn as president; K. L. Emmons, vice-president and general manager, and E. H. Scott, treasurer. The new firm has taken over the offices of the Emmons Company in the Randolph building, and these will be used in the sale of its output. It has likewise purchased the band mill of the Sunflower Lumber Company at Clarksdale, Miss., which has a daily capacity of 35,000 feet, and it will operate this in future. Formation of this company will not affect, in the slightest degree, the Memphis Band Mill Company or the Poinsett Lumber & Manufacturing Company, according to statements of those interested therein.

Frank Fish Takes Optimism to Memphis; Schupner Is Also Hopeful

Two secretaries of national lumber organizations have visited Memphis recently—Frank Fish of the National Hardwood Lumber Association, and W. W. Schupner of the National Wholesale Lumber Dealers' Association—and both are optimistic regarding the outlook for business for 1922. Mr. Fish discussed with members at Memphis certain phases of the program for forthcoming annual of this body, while Mr. Schupner came south in the interest of extending the membership of his organization in this territory, and with a view to getting better acquainted with those already identified therewith.

Mr. Fish predicted that the hardwood trade is about to enter upon a "period of indefinite prosperity." He based this optimistic forecast on the fact that orders are increasing every day, and on the belief that consuming interests would all enter the market actively in the near future, with the probable exception of manufacturers of farming implements. He is particularly enthusiastic over the splendid showing made by the building trades, and also over the fact that the furniture makers have booked enough orders to "keep their plants going for a number of months." He sees large consumption of hardwood lumber on the part of the automobile industry as a result of the increased production of closed cars, and he diffused sufficient optimism while in Memphis to chase away some of the gloom which has hung over individual members of the industry almost interruptedly for nearly two years.

Mr. Schupner also emphasized the notable activity in the building trades which, in his opinion, is certain to find reflection in materially increased buying of lumber for the manufacture of flooring, sash, doors and interior trim.

These gentlemen have no monopoly on optimism, however. John W. McClure, president of the National Wholesale Lumber Dealers' Association, says he looks for a steadily expanding business in southern hardwoods, and James E. Stark, head of James E. Stark & Co., Inc., declares his belief that greater optimism is justified now for the hardwood lumber industry than at any previous time since depression became so pronounced during the latter months of 1920. He insists that the prosperity in the building trades must affect every other industry in the United States directly or indirectly, and that it cannot fail to react most favorably on manufacturers of hardwood lumber and of furniture.

Keith Mill at Voth Will Cut Hardwoods

The modern sawmill of the Keith Lumber Company at Voth, six miles north of Beaumont, Tex., has been taken over by the Voth Hardwood Company, and will be converted into a hardwood mill. The Voth Hardwood Company was organized for this purpose and will be managed by Carroll Keith, who has been superintendent of the plant for several years for the Keith Lumber Company. J. F. Bonner, president of the Kirby Lumber Company, becomes president; W. B. Burke, vice-president, and W. Carroll Keith, secretary and general manager. The company has a capital stock of \$150,000.

Through this transaction the life of the Keith plant has been extended to at least twenty-five years. The Keith company had completed cutting all of its standing pine adjacent to the mill, and the long rail haul to other available supplies was making logging very expensive.

Through the Kirby people becoming interested in the mill, millions of feet of virgin hardwood timber is available. Some weeks ago the Kirby Lumber Company purchased a billion and a half feet of hardwood timber from the Houston Oil Company, bringing their total holdings up to two billion feet.

The Voth Hardwood Company will expend between \$50,000 and \$60,000 in enlarging the plant. A third band saw will be installed, running the daily production up from 125,000 to 150,000 feet. This will make it one of the largest hardwood mills in the Texas-Louisiana belt.

Another big improvement will be an enlargement of the yards and the installation of modern methods for handling lumber. Two power cranes of sufficient capacity to lift a car of lumber at one operation will be installed. The yards will be extended to take care of fifteen million feet.

The disposal of this mill will not affect the operations of the Keith Lumber Company, which was organized by the late J. Frank Keith in 1901. The company sold all of its standing timber tributary to the Voth mill, but retained the stumpage around Rockland. At this point they have a mill with a daily capacity of 50,000 feet. They will also engage extensively in the wholesale business. The company also retains the lumber on the yards at Voth, amounting to six million feet, and the logs now on hand.

They will be manufactured and the work of converting the mill into a hardwood plant will be started before the first of the month.

These various deals brought into existence the Keith Land & Investment Company. This company acquires all the landed interests of the Keith Lumber Company, amounting to 25,000 acres. It also takes over the Kirby property in the city of Beaumont, assessed at more than \$200,000. This property is located on the river front.

Ever since the Kirby Lumber Company purchased the hardwood stumpage of the Houston Oil Company there has been much talk of the building of mills throughout east Texas. Some time ago it was announced that the Kirby company would erect a mill at Silsbee with a capacity of 100,000 feet a day. It is understood that the acquisition of the Keith mill will cause the construction of the Silsbee mill to be postponed for some months. The Kirby interests have never before manufactured hardwood and seem inclined to go a little cautiously until a hardwood organization can be built up.

James Pickens, Hardwood Salesman, Drops Dead

James Pickens, salesman for Manley & Boyd, prominent hardwood lumber wholesalers of Chicago, dropped dead from heart disease on February 16.

Mr. Pickens had been with the Manley & Boyd company for two years and had a host of friends in the Chicago trade. He specialized in the sale of lumber to the piano and manufacturing industries, having been for thirty years connected with the musical instrument industry, up to the time he joined Manley & Boyd. He was known and had friends from coast to coast in this industry. Mr. Pickens was a member of the Shrine, also a Knight Templar and an Elk. The funeral services were conducted by the Knights Templar.

Mr. Pickens was born in England in 1858 and came to this country at the age of twenty-two.

Currie & Campbell Take Over Smouse's Trade

The Currie & Campbell company of Philadelphia, dealers in hardwood, spruce, hemlock and N. C. pine lumber, announced that they have taken over the trade of Thomas F. Smouse of Cumberland, Md., who has retired from the lumber business after thirty-five years of active service. The Currie & Campbell company has made arrangements to place T. R. Smouse, son of the retiring lumberman, in charge of his trade. For the time being the Cumberland address of this organization will be No. 2 Glenn street, Cumberland, Md.

This company also announces that George M. Hamel, who for a number of years has been identified with the wholesale lumber business in Pennsylvania, has joined the sales force of the company and will cover Eastern Pennsylvania and Maryland.

Bonner Made President of Two Texas Companies

At the annual meeting of the Kirby Lumber Company and the Kirby-Bonner Lumber Company at Houston, Texas, February 14, B. F. Bonner, vice president and general manager of the two companies, was elected president of both companies.

John H. Kirby was elected chairman of the board and his son-in-law, J. F. Rawcliff, was added to the board of the directors of the two companies, also becoming vice-president of the Kirby-Bonner Lumber Co.

Mr. Bonner will continue as general manager of the companies and G. E. Davison as operating manager. W. N. Sangster becomes assistant to the president.

Hardwood News Notes

MISCELLANEOUS

The Virginia Table Company has incorporated at Marion, Va., C. C. Lincoln being president and W. N. Currin, secretary.

The Convertible Auto Body Company, with a capital of \$40,000, has been incorporated at Boston, Mass.

The Texas Furniture Manufacturing Company has been incorporated by G. T. Ramsey, L. L. Davis and Harry Uttley. The capital stock is \$10,000; location Dallas, Tex.

The capital stock of the Louise Furniture Manufacturing Company, West Bend, Ind., has been increased from \$50,000 to \$100,000.

A fire in the millwork plant of C. B. Coles & Company, Front street and Kaighn avenue, Camden, N. J., February 15, caused \$2,000 damage.

Nearly 1,500 hands have been laid off at the New York Shipbuilding Company as the result of the disarmament policy. Most of these men were workers on the cruiser Saratoga. The government is selling about 1,000,000 feet of hardwood at the plant.

From Romney, W. Va., comes the report that the Winchester Lumber Company, a newly organized corporation, has purchased the timber holdings of the Cacapon Lumber Company in Hardy and Hampshire counties, West Virginia, and in Frederick county, Virginia. The transaction is said to involve not less than \$850,000.

The Julius Seidel Lumber Co., of St. Louis, Mo., is now laboring under

the damage wrought by a recent fire at its yard, which destroyed the office and a portion of the stock.

CHICAGO

The Knittel Company, Quincy, Ill., has gone into involuntary bankruptcy.

L. H. Wheeler of the Wheeler-Timlin Lumber Co., Wausau, Wis., was a recent visitor in Chicago.

T. E. Jones, representing the F. T. Dooley Lumber Co., Memphis, was in Chicago a few days ago and called on the trade.

C. A. Lucas of the John H. Kiser Lumber Co., Eau Claire, Wis., visited the trade in Chicago a few days ago.

M. J. Fox of the Von Platen-Fox Lumber Co., Iron Mountain, Mich., who is serving his second term as president of the Northern Hemlock and Hardwood Manufacturers' Association, made a business trip to Chicago during the week ending February 18.

W. J. Grossman of the Tipler-Grossman Lumber Co., Tipler, Wis., was a recent visitor in Chicago.

E. N. Beard is now in charge of the sales of the Chicago office of the Turner-Farber-Love Company, following the departure for Memphis of C. W. Parham, who was recently made sales manager of the company with headquarters at Memphis. Mr. Beard, who is from the South, has been connected with the Leland Stave & Lumber Company, which was absorbed by the Turner-Farber-Love Company, for two and a half years. He has been selling in the Chicago and Indiana territory.

BUFFALO

The government has announced that new inventories of the Curtiss airplane plant here have been made, with a view of a general and final sale in March or April. As soon as the goods, which are said to be worth several million dollars, have been disposed of, the government will take up the question of selling the plant itself. It is probable that tenders will be received for the property, which will then be sold to the highest bidder. One Buffalonian interested in taking over the property proposes to divide the big building, which covers 27 acres, into separate manufacturing plants. A while ago it was rumored that a big automobile manufacturer would buy the plant, but nothing has been heard of this proposal for some time.

The Buffalo Hardwood Lumber Exchange, of which Elmer J. Strum is president and Frank T. Sullivan, vice-president, has held a number of social meetings recently, which have brought the members of the hardwood trade together and have been much enjoyed.

Hugh McLean, president of the Hugh McLean Lumber Co., leaves this week for a vacation in California.

John M. Bemis, a pioneer lumberman of Western Pennsylvania, died at Pasadena, Cal., a few days ago, at the age of 86 years. He was a resident of Warren, Pa., and had been in California about a month, intending to remain there for the winter. A son, Harry C. Bemis, who is in the lumber trade, is a resident of Bradford, Pa., and was associated with his father in the lumber mill of John M. Bemis & Son at Bemis, W. Va. Two daughters also survive, Mrs. George Veatch, Oil City, Pa., and Mrs. William Haines, Pittsburgh. John F. Knox, a Buffalo lumberman, was a stepson of Mr. Bemis. Burial was at Campbell, N. Y.

The Conklin Wagon Works, the oldest industry in Olean, N. Y., was wiped out by fire on February 13, with loss of \$200,000. The entire plant, large main building and three smaller ones, with many wagons and much machinery, was destroyed. When working full time the plant employed from fifty to one hundred men, but lately it had not been running actively. It is expected that it will be rebuilt on a smaller scale.

Eugene W. Carson, a local hardwood wholesaler, has been elected a director of the Gyro Club.

BALTIMORE

Ward F. Brown, of the Brown-Bledsoe Lumber Company, wholesale hardwoods, with offices in the Munsey Building, Baltimore, sailed February 11 with his wife on the steamer Empress of France for Genoa, Italy. The travelers will go to Egypt and visit besides Italy, Germany, France, Belgium and Great Britain, sailing for home some time in April from an English port. The purpose of the trip, so far as Mr. Brown is concerned, is of double import. In the first place he is seeking recreation, but he also intends to give lumber trade conditions in the countries visited his personal and close attention.

C. Boyce, of the Boyce Hardwood Company of Richmond, Va., and Hartford, Tenn., was in Baltimore a short time ago in the course of an Eastern trip, and saw various members of the trade here. He expressed himself as being rather hopeful as to the prospects of the business.

It will be a matter of surprise to many persons generally well informed as to the hardwood trade in the United States to learn that not less than 90 percent of all the logs produced in this country for export are shipped by way of Baltimore. But this statement is made by so well informed a member of the trade as John L. Alcock of John L. Alcock & Co., who have

BEDNA YOUNG Lumber Company

Jackson, Tennessee

— Manufacturers of —

Quartered White Oak Quartered Red Oak

AND
OTHER HARDWOODS

When in the market for

High Grade Lumber

please let us have your enquiries.

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Sales Office
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Complete stock of
Dry Northern Hardwoods

HARD MAPLE

BIRCH

SOFT MAPLE

BEECH

BASSWOOD

ELM

MILLS AT PELLSTON AND MUNISING, MICHIGAN

been engaged in the export business for many years and are qualified to speak with authority. In fact, the firm has been active since 1893, and Mr. Alcock has kept constantly in close touch with all the phases of the foreign trade in hardwoods.

The beginning of the export business in American hardwoods are to be traced back as far as the sixties, and even to a period antedating this time. The development of the hardwood forests in Western Maryland and West Virginia, however, really commenced with the inauguration of the steamship service between this port and those of Europe, especially England and Germany, and soon made considerable progress. Even today, after all these years of exploitation, many of the mills in West Virginia are chiefly engaged in turning out wood products for the foreign markets.

COLUMBUS

The Settle Lumber Co., of Cincinnati, has been incorporated with a capital of \$60,000 to do a general lumber business. Incorporators are W. H. Settle, George W. Clephane, Nettie B. Clephane, Charles S. Settle and George L. Wright.

The Modern Woodworking Co. is the name of a new concern which has

OUR SPECIALTY IS

American Walnut Lumber and Veneers

Our Band Mill at Cincinnati is in daily operation and we now carry a stock of over three million feet of walnut lumber.

We have also ready for prompt shipment three million feet of walnut long wood veneers, half million feet of walnut stumpwood and one million feet of African and Central American mahogany veneers.

We Also Handle **MAHOGANY** Mexican, Philippine

THE KOSSE, SHOE & SCHLEYER CO.

EASTERN BRANCH:
8 E. Lexington St., Baltimore, Md.

Home Office: Cincinnati, Ohio
Lock Box 18, St. Bernard Branch

opened for business at 476 South High St., Columbus. Charles F. Biedemann is general manager.

Samuel Snider, formerly president of the J. J. Snider Lumber Co., of Columbus, died at his late residence, 1580 Granville avenue, from paralysis. He came to Columbus with his brother, J. J. Snider, from Somerset, O., in 1891, and founded the business. A controlling interest in the business was purchased by J. E. McNally in 1913, but the name was not changed until about two years ago. He was born in Perry county.

The Automatic Wood Turning and Specialty Co., of Lima, O., has been incorporated with a capital of \$10,000 by E. W. Carter, Sr., John W. Carlstine and others.

SOUTH BEND

The regular luncheon and business meeting of the South Bend Hardwood Club held Monday noon, February 20, was well attended and most of the time was spent in discussing advertising and traffic matters.

A letter from President Taylor of the National Hardwood Lumber Association was read, commending the stand of the club in its expression of confidence in the Sales Code Committee.

Mr. and Mrs. H. E. Schadt left Friday, February 10, for Southern California, where they expect to spend a month or six weeks in and around Los Angeles. Harry says he is combining business and pleasure on this trip, but failed to say what percentage the mixture would be.

MEMPHIS

The A. J. Chestnut Lumber Company, Buffalo, N. Y., has opened a branch office in Memphis under the management of F. E. Longwell, who is temporarily located in the Randolph building. The company plans to operate a yard here. Frank A. Peltier, recently with the Tustin Hardwood Lumber Company, is assistant to Mr. Longwell. The company proposes to buy and sell considerable blocks of hardwood lumber to consuming interests.

The Gayoso Lumber Company is planning to develop the timber on its large tract of land in Grenada county, Mississippi, which contains 60,000,000 to 65,000,000 feet of oak, ash, gum and other hardwoods. It proposes to remove its band mill from Blaine, Miss., to Grenada some time this summer. The company has already begun construction of a tram road from its timber holdings to Grenada as the first step in its development program. It has completed cutting its timber in the Blaine territory.

This firm, in addition to the Blaine mill, has a large hardwood plant at Memphis. It is principally owned by W. A. and C. R. Ransom.

The Frisco system announces that approximately \$8,000,000 will be spent during 1922 in improving its road bed, repairing its equipment and purchasing new cars, locomotives and other needed facilities. Most of the repair work is being done at the shops at Springfield, Mo., Fort Scott, Kan., and Yale, Ark., the site of the terminals just west of Memphis. Thousands of cars of all kinds will be repaired during the year at an estimated cost of about \$900 each, according to officials of the company.

W. H. Russe, who recently severed active connection with the hardwood lumber industry through sale of his interest in Russe & Burgess, Inc., to Franklin T. Turner and associates, who have since organized the Turner-Farber-Love Company, has gone to Florida to recuperate from a recent attack of influenza. He is accompanied by Mrs. Russe.

W. J. Lamb of the Lamb-Garry Lumber Company, Vicksburg, Miss., was a recent visitor in Memphis, his old home. He reports that the mill of his firm is operating on full time, and that it is finding business steadily increasing.

J. F. McIntyre of J. F. McIntyre & Sons, Pine Bluff, Ark., another ex-Memphian, spent some time in this city during the past week. He says that his mill is operating and that, while there is no particular rush, orders are coming in at an increased rate and business is fairly good. He was identified here some years ago with the old Memphis Rim & Bow Company and the Memphis Veneer & Lumber Company.

WISCONSIN

The Northern Woodenware Company of Crandon, manufacturing candy pails, lard tubs, ice cream tubs, etc., has completed a new dry kiln unit, 23 by 84 feet, and in the spring will make a thirty-foot addition to the sawing room. A short time ago a new 150-horsepower engine was installed and other improvements have been made to increase the efficiency as well as the capacity to meet a steadily growing demand.

The Bekkedal Lumber Company of Couderay recently hauled what is said to be the largest train of logs ever carried by a steam log hauler. It consisted of sixteen sleighs, brought to the Couderay mill from the camps near Chief Lake, on the Court d'Oreilles Indian Reservation, a haul of eight miles.

C. C. Collins & Sons, Inc., is the name of a new \$100,000 corporation organized at Madison to manufacture and deal in lumber, lumber prod-

(Continue on page 51)

Rotary Cut Box Lumber Outlook Is Hopeful

Business in the box lumber manufacturing industry is beginning of late to turn the corner of the erstwhile depression right sharply and the general outlook for gradual but steady improvement to a very substantial degree over conditions prevailing within the past year or more is regarded as being very well founded. Operating conditions are fairly good, prices are firm with prospects for improvement in the not far distant future and demand is believed to be on the verge of a substantial increase.

At least, such is the view of present conditions and the general outlook for the trade taken by approximately a dozen leading manufacturers from as many broadly scattered regions throughout the South in attendance at the regular monthly meeting of the Rotary Cut Box Lumber Manufacturers' Association, held at the St. Charles Hotel, New Orleans, Wednesday, February 15.

The attendance, though not large, was thoroughly representative, and the session was very brief—lasting only from 10 a. m. until 12 noon—but it was highly interesting and instructive.

E. D. Martin, Pascagoula, Miss., who is chairman of the association, wielded his trusty gavel with characteristic vigor and decisiveness, and brief, informal talks or rather "remarks" were interspersed here and there throughout the session by leading manufacturers from many different states.

J. M. Pritchard, Memphis, Tenn., who is secretary of both the American Hardwood Manufacturers' Association and the Rotary Cut Box Lumber Manufacturers' Association, which is a subsidiary of the former, delivered an inspirational talk anent the general outlook for trade association activities in view of the hardwood decision by the United States Supreme Court. Briefly summed up, Mr. Pritchard's message to the box people was: "Have no fear."

"What can we do now?" was the ineffaceable interrogatory written boldly across the countenance of every delegate over the probable limitations upon association activities set by the open competition decision, and Secretary Pritchard admitted that inasmuch as U. S. Attorney General Daugherty himself had so far been unable properly to define the legitimate sphere of club activity he (Mr. Pritchard) did not feel safe in attempting to do so; concluding, however, that he was sure there was no possibility of the box lumber manufacturers transgressing the much narrowed path of the anti-trust laws.

Chairman E. D. Martin was unanimously selected by the association to be its delegate and representative to the big conclave of the American Hardwood Manufacturers' Association to be held in Louisville, Ky., March 7-8.

R. S. Bacon Company Announces Changes in Personnel

Important changes in its personnel have been announced by the R. S. Bacon Veneer Company of Chicago. Frank H. Scott has been made secretary and treasurer; Joseph F. Mertes, vice-president and John B. Edwards, secretary.

The R. S. Bacon Veneer Co. was started in November, 1900, by the late Robert S. Bacon. Mr. Scott, the present head of the business, joined the company in April one year later and later became treasurer of the company. John B. Edwards joined the company in July, 1921, and in several years became secretary.

The firm handled principally mahogany and walnut and also carried a considerable stock of plain veneer. About ten years ago machinery was installed at the plant at 213 North Ann street to manufacture Circassian and American walnut and mahogany.

In 1914 Mr. Bacon, owing to ill health, moved with his family to Quincy, Ill., and practically retired from active duty in the business. Mr. Scott then took up the direction of the operations. Mr. Bacon died at his home in Quincy on Oct. 1, 1921. In January of

this year, at the annual meeting of the firm Mr. Scott became president and Mr. Mertes, who had been connected with the company since 1913 as a salesman, became a partner and was elected vice-president.

The company has always carried a large stock of both mahogany and walnut and during the Circassian days was one of the leading manufacturers of this wood. The company now specializes in the manufacture of figured woods in walnut and mahogany.

Perkins Wins Two Victories in Patent Suits

Two recent victories in the litigation which it is conducting to protect its patent from alleged infringement are announced by the Perkins Glue Company of South Bend, Ind., in a circular issued to the trade. The circular follows:

To the Trade:

We send this circular letter in order that the trade may be more fully advised of recent developments in the litigation on our Letters Patent for vegetable glue.

The suit against the Holland Furniture Company of Holland, Michigan, was tried in June, 1921. The vegetable glue material used by the Holland Furniture Company was mostly obtained from the Kane Manufacturing Co. In July, 1921, the Court rendered its decision holding the patent valid and infringed by the Holland Furniture Company and referred the case to the Master for an accounting and to report the gains, savings, profits and advantages which the defendant Holland Furniture Company received or which accrued to it through its infringement and to assess the damages suffered by plaintiff by reason of such infringement.

In the suit against the West Michigan Furniture Co. the appeal taken by the defendants has been dismissed for lack of prosecution without prejudice and the U. S. District Court has confirmed the Master's report and entered its final decree by which it was:

"Ordered, Adjudged and Decreed that the plaintiff do recover of the defendant West Michigan Furniture Company as the profits and savings made by the defendant by reason of its infringement of the Letters Patent in suit, and as the damages sustained by the plaintiff by reason of such infringement, the sum of Fifteen Thousand Four Hundred Ninety-four and 46/100 Dollars (\$15,494.46), together with Five Hundred Fifty-seven and 35/100 Dollars (\$557.35), being five per cent (5%) interest thereon since April 5, 1921, and also plaintiff's costs and disbursements herein to be taxed, together with interest thereon at the rate of five per cent (5%) per annum from the date of the entry of this decree; and that said plaintiff have judgment and execution for the same herein to be paid to it by the said defendants."

In the suit against the Standard Furniture Company of Herkimer, N. Y., the Court has now rendered its decision holding the patent valid and infringed by the fluid glue made by the Standard Furniture Company from starch base. The Standard Furniture Company used starch base known as "Viscamite" put out by the Victor G. Bloede Co. The opinion of the Court so clearly sets forth Perkins invention and the various defences which have been urged against the Perkins Patent, that we enclose herewith a printed copy which we believe you will be interested in reading.

We hereby again call upon all infringers to promptly cease their infringement and settle with us therefor.

(Signed) Perkins Glue Company.

Kentucky Veneer Works Has \$60,000 Fire

Loss of approximately \$65,000 resulted from fire breaking out in the plant of the Kentucky Veneer Works, Louisville, Ky., on February 11, before daylight. The blaze started in a dryer, and got a big start in one of the large buildings, resulting in heavy loss of walnut and mahogany veneers, machinery, etc., although the company was well insured, and will not be hurt. After the fire a valve to the automatic sprinkler in the dryer was found to have been shut off, according to the report by the firemen, although employees of the plant, stated that the sprinklers were working early in the fire.

Who's Who in Woodworking



W. A. Thomas

(Left)

President

*Statesville Furniture Company
Statesville, N. C.*

It was in the year 1898 that W. A. Thomas, president of the Statesville Furniture Company, Statesville, N. C., first identified himself with the great industry in which he has now become one of the outstanding figures. During this year he joined with J. G. Shelton in the establishment of the company which he now heads, his motive at that time being a desire to create a means of helping to relieve an unemployment situation in Statesville. At the organization of the company he was elected president, while Mr. Shelton became secretary and treasurer. The company began operating in 1900.

(Continued on page 42)

C. H. Burt

(Right)

President

*Burt Bros., Furniture Mfrs.
Philadelphia, Pa.*

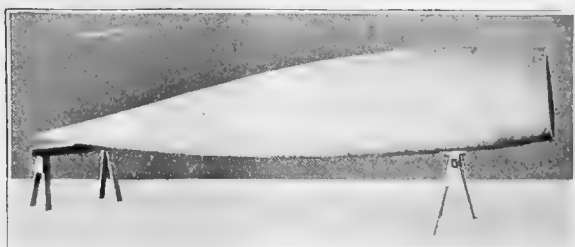
The boy of twelve years of age who could plow all day on the raw Illinois prairie behind a yoke of stubborn oxen and at night study by light of a coal oil lamp was almost certain of success in life. By this he had shown that he had the qualities that bring success, namely, strength, courage and a desire to improve his mind. This was Clarence H. Burt of the Burt Bros., furniture manufacturing company of Philadelphia, a few years after his father moved from the Valley of the Green Mountains to establish a home on the Western Prairie.

At the age of seventeen his father was operating a

(Continued on page 42)



ALGOMA *the Better* Plywood



What does this fusilage mean to you?

This sturdy shell is the first airplane body built of Plywood. When completed, at Algoma, it was two-thirds lighter and four times stronger than any previous fusilage built to fit government requirements.

You probably never will want to buy a fusilage. But you may want some difficult curved work done with Plywood. Then it will be good to know of a manufacturer who can solve your problem. You can come with assurance to the men who have been finding new uses for Plywood for thirty-six years.

Or, if your needs call for Plywood Panels—correct in graining, correct in surface, accurate in dimensions, prompt in delivery—then, again, this bit of work above is one indication that you will be well served at Algoma.

Order stock panels from Algoma, and your requirements are filled with a speed made possible by the largest stock in the industry.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

LONG-KNIGHT LUMBER COMPANY

INDIANAPOLIS, INDIANA

WALNUT HARDWOODS

veneers

Mahogany, American Walnut, Quartered White Oak

MANUFACTURERS & WHOLESALE

Plan for Veneer and Panel Merger Prepared

A detailed plan has been worked out for the proposed merger of the National Veneer & Panel Manufacturers' Association with the Plywood Manufacturers' Association. The merger committee recently met in Indianapolis and went over this plan with M. Wulpi of Chicago, commissioner for the Plywood Manufacturers' Association.

This is the plan which will be presented at the spring meeting of the two associations in Chicago at the Auditorium Hotel on March 14 and 15, the National meeting on the fourteenth and the Plywood association on the fifteenth. It must be approved by both associations before the merger can become effective.

The committee which will present the plan was created for that purpose at the last annual meeting of the National in Chicago in December. It comprises H. Brooke Sale, Fort Wayne, Ind., president of the National; H. J. Barnard, Indianapolis, Ind., and H. E. Kline of Louisville.

The plan comprehends the formation of a strong central body to be known as the National Association of Veneer & Plywood Manufacturers. This central body will have two divisions, one devoted to veneers and the other to plywood or panels. Each of these divisions will have officers and its own peculiar functions, but will be a definite and closely related part of the whole. Over and above the functions of the two divisions certain functions, such as advertising, will be reserved for the association as a whole. There will be one commissioner, who will be the practical administrator of all division and central activities.

The principal officers of the central body, outside of the commissioner, who will be a paid agent of the association, will consist of a president and three vice-presidents. A vice-president will represent each of the two divisions of the associations and the third will be a vice-president at large.

Outstanding motive behind the merging of the two organizations is a desire to create a strong, compact association of veneer and panel manufacturers to collect the funds and conduct the proposed \$50,000 national advertising campaign, which has languished since it was authorized at the annual meeting of the National Veneer & Panel Manufacturers' Association and the Plywood Manufacturers' Association at the annual meeting inaugurating the year 1921-1922.

Nelson Company Sold at Receiver's Sale

The M. L. Nelson Furniture Company at Seymour, Ind., was sold recently at a receiver's sale for \$60,000. The company went into the hands of a receiver several months ago and the property was ordered sold by the Jackson circuit court. W. H. Gehm, superintendent of the plant, said that seventy-five men are employed and the plant is running on full time schedule and has enough orders on hand to keep the concern operating for almost a year. The Nelson company was purchased by Hyman Rash, of New York, and this plant will be one of a chain of ten owned and operated by him. Mr. Rash had previously bought the lumber and other materials in stock and had operated the factory during the past few months under the name of the Fancy Furniture Company.

Veneer Traffic Case Up in March

March 9 has been set for hearing in Louisville, Ky., the argument of the veneer case of the Southern Hardwood Traffic Association, postponed last fall. The argument is for reduction of plain veneer to lumber rates, with figured veneers at 15 per cent over plain.

FOR some thirty-two years the C. L. Willey name has been a by-word in circles having to do with the production and utilization of high-grade hardwood lumber and veneers. In establishing his business in Chicago the late C. L. Willey planned an organization which soon became so thoroughly schooled in his methods that through the expert executives, the highly trained artisans and the complete and extensive manufacturing facilities, the famous Willey standards of quality; true merchandising service and of clean business ethics could and will be permanently carried on.

C. L. Willey's death and the subsequent death of his son, Charles B. Willey, resulted in the reorganization of last year, effected solely to provide machinery for sustaining the acknowledged supremacy of the business and to keep intact Mr. Willey's traditions of sound, clean practices.

Through Mr. Willey's foresight and splendid ability to train his organization in proper methods, the business is proceeding today with the same regard for customers' requirements and the same true ability to properly meet those requirements as during the period of his active supervision.

The remarkably complete and extensive cutting equipment keeps the warehouse well stocked with the best there is in both the stable products in domestic and foreign woods as well as many exceptional species not commonly on the market. The scrupulously neat and orderly warehouses would prove a point of great interest to any buyer who might now be or soon may be in the market for such items as hardwood veneers and lumber from walnut, mahogany, Circassian, quartered oak, English oak, satinwood, vermillion, teak, rosewood and many other foreign and domestic items.

Located at 2558 S. Robey Street, Chicago, the plant is not only readily accessible but is splendidly served by the C. B. & Q. Railway, and by its own slip on the south fork of the Chicago river.



C. L. WILLEY COMPANY CHICAGO

GRAND RAPIDS

JAMESTOWN

NEW YORK



On the Back of Your Veneer,
Tops and Panels
Means Guaranteed Quality

Daniel Webster *was a mighty solid citizen, yet* *he was a staunch advocate* *and user of veneered furniture*

AND out at Sudbury, Massachusetts, at the old Wayside Inn, you may still see the desk at which Webster sat, and wrote, and thought. It is still there—intact as of yore. The desk was built of Plywood-Veneer, fortified and reinforced in its essential parts the same as the best construction of today. In fact, the great majority of the fine old furniture of the good old days was built, **USING PLYWOOD OR BUILT-UP STOCK.**

The plywood used in the desk belonging to Daniel Webster was no doubt made by the slow and careful hand process and it probably took a week of labor to accomplish

the building of one desk. Today, in a week's time the New Albany Veneering Co. can build the plywood for several thousand desks and can build it better too.

When you think of the **BEST** plywood, built as it ought to be, you should then remember that right here in New Albany is the plant that makes just that kind, and no other kind. The largest and most complete plywood plant in the world. Not in the U. S. merely, but in the world.

New Albany Veneering Company

E. V. Knight Plywood Sales Company
Sales Agents New Albany, Indiana



Est. 1867
Inc. 1904

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1/20" Red Oak (log run)	1 car
1/16" Red Oak (log run)	1/2 car
1/20" White Oak (log run)	1/2 car
1/16" White Oak (log run)	1/2 car
1/28" Walnut (half round)	1 car
1/28" Poplar cross banding	25M
1/8" Poplar (log run)	5 cars
1/8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

**Rotary Cut
Northern
Veneers**

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

"casco"
for a
better product.



**For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL**

"CASCO" uniformity is assured because
we manufacture our own casein

THE CASEIN MANUFACTURING CO.

*Largest and Longest-Established Manufacturers
of Casein Products in America*

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Write for "CASCO" Red Book—
a manual on Veneers, Panel-
Making and Glue.
Samples of "CASCO" on request.

Who's Who in Woodworking

(Continued from page 36)

W. A. Thomas

Just two years later Mr. Thomas was drawn into another furniture making venture and helped organize the Kincaid Furniture Company, of which he became president. Mr. Thomas had been originally a hardware merchant and he had retained this business, while organizing these two furniture companies. But the Kincaid company after two years got into financial difficulties and in order to pull it out of the bog Mr. Thomas had to give up his hardware business and devote his personal attention to this company. His ability restored the company to a healthful condition, but his exertions in this work destroyed his own health. In 1911 he was compelled to take a vacation of six or eight months to recuperate. As a result of his absence the Kincaid company again began to lose money. Something had to be done to save the business and, as Mr. Thomas' physician would not permit him to resume the burdens that he had laid down, the Statesville Furniture Company purchased the Kincaid Company, which has since been operated as Statesville Furniture Factory No. 2.

Physicians advising a change, Mr. Thomas made a trip to Europe in 1913, visiting every furniture factory and store he came in contact with, which makes and sells furniture, in the various European countries. At the beginning of the World War in 1914, when business had become slack in the furniture industry, the Southern Furniture Manufacturers' Association asked Mr. Thomas to make a trip to South America to investigate the conditions of the furniture trade in that continent, and to look into the prospects for American business there. He visited every city of prominence in South America—in Brazil, Uruguay, Argentina, Chili, Peru and the Panama Canal Zone, spending six months on the continent. His health was much improved by the South American trip.

During the war Mr. Thomas was one of the three representatives of the South on the war service committee of the furniture industry. As one of the two vice-chairmen of this bureau, Mr. Thomas established his residence in Washington, and served as its executive head from its organization in August, 1918, until the armistice was signed.

In February, 1919, in the city of Cincinnati, a meeting was held for the purpose of establishing some clearing house for all furniture industries. At this meeting the National Council of Furniture Associations was organized, and Mr. Thomas was present and he has not missed a meeting of the organization. He is one of the three men of the Southern states to attend.

Mr. Thomas is a man of a lofty public spirit and has a real love for his fellow men. He has always taken an active part in all efforts to better his home city, giving freely of his time and money, and proving himself an all-round good citizen. He has, in fact, been a tower of strength to Statesville, and an inspiration and a generous friend to his fellow citizens.

C. H. Burt

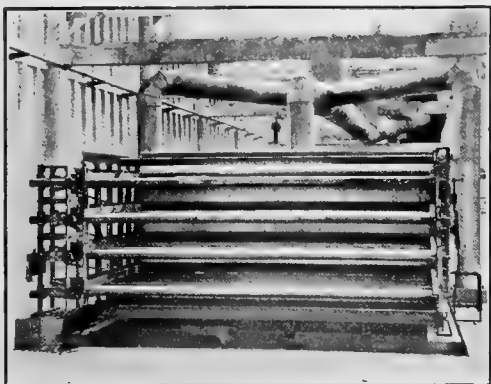
furniture shop in Chicago and he went there to work, learning the furniture manufacturing business in every branch, even to the running of the engine and the firing of the boilers.

When he was twenty-three he went to Florida and carried on a contracting business, putting up houses from foundation to roof with the help only of negro laborers.

In 1878 he went back north to Philadelphia and in 1879 formed the Burt Bros. company with the help of his three brothers.

The firm was small then and its resources very limited and for many years Mr. Burt did the bookkeeping for the firm at night, after a full day's work. He taught himself to keep books and opened up a double entry set with no other guide than this self-acquired knowledge.

Mr. Burt has been president of the Middle States Furniture Manufacturers' Association for twenty years and helped to organize the association twenty-two years ago. He prepared the by-laws



THIS illustration shows a view of the Feed End of a Coe Dryer, 100 feet long, in the new plant of the Elliott Bay Mill Company at Seattle, Washington. It dries Fir Veneer of various thicknesses. It is a well-known fact on the West Coast that

The COE DRYERS

dry this wood much faster and better than it can be done by any other method. Coe Lathes, Clippers and Knife Grinders are used in this plant.

This Dryer is noted for: *Its satisfactory service; its labor saving; the high quality of its product.*

THE COE MANUFACTURING COMPANY

We build all the machinery for a Veneer Plant.

PAINESVILLE, OHIO, U. S. A.

and helped to organize the Furniture & Bedding Manufacturers' Association of Philadelphia seventeen years ago and was president of it for four years. He was one of the organizers of the National Alliance of Case Goods Associations and has been its vice-president for three years. He also helped organize and is a member of the National Council of Furniture Associations.

One of the original Burt brothers retired in 1899 and two of them died in 1920. Mr. Burt now has associated with him in his business his son, whom he says is a chip off the old block. Mr. Burt is the father of four girls besides this son.

A Correction

In the January 25th issue of HARDWOOD RECORD there was carried in the department of "Who's Who in Woodworking" a photograph and sketch of the career of A. G. Steinman, secretary and treasurer of the Steinman & Myers Furniture Co., Cincinnati, O. Through an error the article was headed with the name of H. W. Steinman, brother of A. G. Steinman and president of the Steinman & Myers Furniture Co., instead of the name of A. G. Steinman. This statement is printed for the purpose of correcting that error.

New Piano Factory Is Projected

The S. W. Miller Piano Company of Sheboygan, Wis., which has been operating on only a small scale for the past year, since it sold its factory to the Sheboygan Fibre Furniture Company, has concluded arrangements for the erection of a new factory on the shore of Lake Michigan, between Niagara Avenue and Washington Court, to be ready by May 15, when its present leases expire. The tract is 120x600 feet in size. The first unit of the factory will be 60x110 feet, part two stories. Swan W. Miller is president and general manager.

Northwestern Company Re-Incorporated

The Northwestern Manufacturing Company of Fort Atkinson, Wis., has re-incorporated its business as the Northwestern Manufacturing Corporation, with an authorized capitalization of \$500,000, consisting of \$300,000 of common and \$200,000 of preferred stock. The company manufactures a wide range of furniture and other hardwood products. George W. Rankin, Arthur R. Hoard and W. O. Hoffmann are the principal officers and stockholders.

George O. Worland, manager of the Evansville Veneer Company, recently made a business trip to Indianapolis and Chicago. Mr. Worland is of the opinion that trade conditions in the west will show some improvement after spring business opens up and that 1922 will be a better year for the veneer manufacturers than last year.

Geo. L. Waetjen & Co.

Plywood and Veneer

IN STOCK FOR IMMEDIATE SHIPMENT

BIRCH RED BIRCH
RED OAK WHITE OAK
YELLOW PINE
CYPRESS
QTD. SAWN WHITE OAK
QTD. SAWN RED OAK
MAHOGANY
QTD. FIG. RED GUM
SAP GUM
RED GUM
RED OAK 1/8, BIRCH 1/8
RED OAK 1/8, YEL. PINE 1/8
RED OAK 1/8, CYPRESS 1/8
WHITE OAK 1/8, BIRCH 1/8
YEL. PINE 1/8, BIRCH 1/8
FIR DOOR PANELS
FIR DRAWER BOTTOMS

for
**Wainscoting
One and Two
Panel Doors
and
Cabinet Work**

If It's
VENEERED
We Make It

also

A Complete Stock of Veneer

ARE YOU RECEIVING OUR LISTS?

110-120 REED STREET
MILWAUKEE WISCONSIN

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

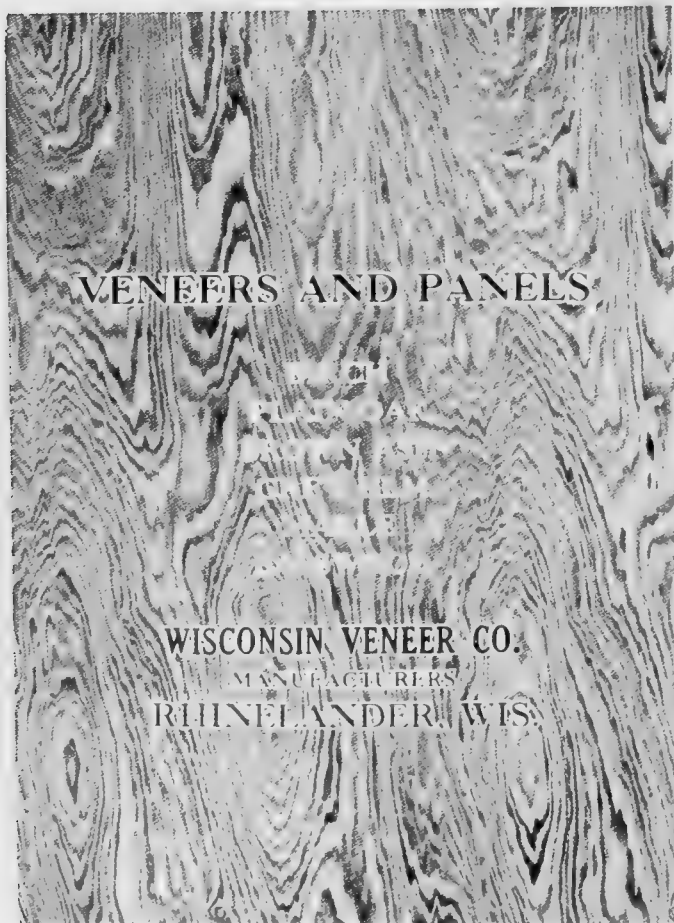
American Walnut

We manufacture both lumber and veneers from selected logs grown in the famous Iowa walnut district. The result is our product possesses unusual merit, being favored by Nature with a most beautiful grain and color. We will appreciate a list of your needs in both lumber and veneers of walnut.

DES MOINES SAWMILL CO.

10th and Murphy Streets

Des Moines. Iowa



VENEERS AND PANELS

WISCONSIN VENEER CO.
MANUFACTURERS
RHINECLAND, WIS.

Hamilton Buys Campbell Concern

Announcement has been made of the purchase of the C. H. Campbell Furniture Company, Shelbyville, Ind., by Joseph B. Hamilton of that city. The name will be changed to the J. B. Hamilton Furniture Company and articles have been filed with the secretary of state showing a capital stock of \$85,000. Mr. Hamilton has been named president, Mrs. Emma F. Hamilton, vice-president, and Mrs. Lucy B. Hamilton, secretary and treasurer of the company. The Campbell Company has been owned by Edwin Porter and Earle Porter of Shelbyville and Judge Leonard Hackney of Cincinnati. Mr. Hamilton is president and general manager of the Blanchard-Hamilton Furniture Company of Shelbyville, and in addition to his new interest in the newly acquired company will manage the affairs of the Blanchard-Hamilton concern.

Furniture Plant Burns at Cleveland

The A. Claus Manufacturing Company, furniture makers, of Cleveland, O., suffered a disastrous fire recently. The blaze which started early in the morning, did damage to the extent of \$125,000, according to A. H. Claus, president of the concern. The fire was one of the most spectacular in recent years because of a series of explosions that shattered windows within a radius of several blocks, and threatened the entire district.

As yet no explanation as to the cause has been found. It is understood that the loss was covered by insurance. Definite plans for rebuilding have not yet been announced.

Samuel C. Mengel, J. T. Mengel and R. P. Dietzman have incorporated the Foreign & Domestic Veneer Company at Louisville; capital, \$50,000.



Photo by Hughes

Quality
VENEERS

in

{ WALNUT BUTTS
BURLS-OAK-POPULAR
LONG WALNUT
MAHOGANY ETC.

Mills - Baltimore, Md.

Sales-Branches:



NEW YORK (709 SIXTH AVENUE) HIGH POINT
CHICAGO (28 E. JACKSON BOUL'V'D.) JAMESTOWN

THE WILLIAMSON VENEER CO.



Perfect Walnut Veneers Help the Profits

THE year 1922 will see keen competition strictly on the basis of efficiency. The character and delivery of your raw materials will count. We respectfully call your attention to an organization schooled to perfection through long years of walnut veneer manufacture, and with a great buying power behind it. Such assurance of correct goods you will get—if you buy from Pickrel.

We maintain a well balanced reserve stock of from five to seven million feet.

**PICKREL VENEER
COMPANY, Inc.**
NEW ALBANY, INDIANA

QUALITY

Have you determined how far you should consider
"Quality" when you purchase walnut? Try our stock.

PICKREL WALNUT COMPANY
St. Louis, Missouri

UNDERWOOD QUALITY

VENEERS

PROMPT DELIVERIES
ATTRACTIVE PRICES

PANELS

During the past twenty-five years our constant aim has been to make Veneers and Panels especially adapted to the needs of our customers and our ever-widening field of trade has been built up on this principle.

We carry a large stock of both logs and seasoned Veneer at all times. Our shipping facilities are excellent and orders are promptly filled.

Send us your inquiries. We carry a large stock of Three and Five-ply Panels on hand at all times—Write for list of sizes.

UNDERWOOD VENEER CO. WAUSAU, WISCONSIN

Evansville Plans Bigger Furniture Market

The Evansville Furniture Manufacturers' Association has decided to hold its semi-annual furniture and stove market at Evansville, Ind., during the week extending from April 3 to 8, and indications are that the market will be largely attended and a success in every way. This will be the third market given by the Evansville association and each one has been a little larger than the one preceding. The market will be held in three buildings and in addition to the Evansville manufacturers, there will be exhibits from Tell City, Ind., Ferdinand, Ind., Owensboro, Ky., Henderson, Ky., Indianapolis, Louisville, Cleveland, Grand Rapids, Chicago, Nashville, Connerville, Ind., Shelbyville, Ind., Memphis and many other points. The Evansville retail merchants will co-operate with the Evansville furniture manufacturers in making the market a success next spring. Invitations will be sent out by the executive committee and John C. Keller, secretary of the association, within a few days to retailers in Canada, Mexico, Cuba, and some of the Latin American republics. George E. Reichmann, manager of the Evansville Furniture Company, has been chosen as head of the market committee and he will devote much of his time from now on to the work. H. L. Goth has been selected to head the advertising committee. A great deal of advertising matter setting forth Evansville's advantages as a furniture market, will be sent out in a few days. The Evansville Furniture Manufacturers' Association has re-elected Edwin Karges, of the Karges Furniture Company, as president for the ensuing year. He has served in this capacity during the past year and has made a splendid executive. E. K. Scherer has been re-elected vice-president and E. A. Schor has been re-elected treasurer. It is expected that the board of directors will re-elect John C. Keller as secretary and traffic manager for the ensuing year. Directors for the year have been chosen as follows: Elmer C. Schu, C. B. Noelting, Edward W. Ploeger and Edward D. Wemyss. The past year has shown some improvement in business with the Evansville furniture manufacturers and they are hoping that this year will

show a marked gain in trade over 1921. They believe that the forthcoming market will have a stimulating effect on the retail trade in the west.

Underwood Company Preparing to Enter Large New Timber Holdings

The Underwood Veneer Company of Wausau, Wis., which will complete its logging operations at Wolf River, five miles from Cranston, Wis., at the close of this season, is preparing to enter a new territory at Rollingstone Lake, Wis., where it owns and controls approximately one hundred million feet of standing timber, covering nine thousand acres. Much of the timber is hardwood and hemlock and will keep the mills and plant supplied for many years to come.

The Badger Show Case Company, 133 North Pearl Street, Green Bay, is making repairs and replacement made necessary by fire which recently damaged the building, equipment and stock about \$3,500. The concern has orders which will keep the plant busy at full capacity until May 1.

Philadelphia Cabinet Makers Meet

The second annual Banquet of the Manufacturers' Association of Cabinet Woodworkers was held in Philadelphia the night of February 15, at the Hotel Majestic, with 300 in attendance. Lieutenant Governor Edward E. Bidleman, Harry S. Mackey, chairman of the State Workmen's Compensation Board, and John C. Fisler, president of the Manufacturers' Club were speakers. Arthur D. Smith, president of the association presided.



"Finest"

1903—1921

Plywood Makes Better Furniture

IT is built from carefully selected materials, in a factory equipped with the very latest machinery, where the best and most practical methods of construction are followed. Our men are trained by long experience for the performance of each operation and the utmost care is given to each and every detail of manufacture.

Your use of *"Finest"* Plywood better prepares you to satisfy your trade and will materially help sales by insuring customers not only better furniture, but furniture that is more beautiful in many ways.

Our product is right, service the best, and prices reasonable, so why not try us and see for yourself?

HANSON-WARD VENEER CO.
BAY CITY, MICHIGAN

AN OPEN SECRET!

You must use Veneers of character to make furniture that will sell. The use of selected veneers, properly matched for attractive effects, is as important in your furniture, as the design itself.

American Black Walnut

Sliced, half round and full rotary, Crotches and Stumps.

Sliced Figured Mahogany

Sliced Qtd. Figured Gum

Sawed Qtd. White Oak

Sliced Qtd. Sycamore

Manufactured from carefully selected timber, smoothly cut, of full and uniform thickness, machine dried, flat and pliable.

Look at the Samples!

Interesting Prices!

The Louisville Veneer Mills

Also Manufacturers Plywood "Made Right" to "Stay Right"

Louisville, Kentucky

(Continued from page 34)

ucts, building materials, etc. The incorporators are C. C. Collins, Madison; Harold C. Collins, Rhinelander, and John R. Ross, Wausau, Wis. Manufacturing operations are carried on at Rhinelander. The new warehouses and distributing station being established on University avenue at Madison will be ready about March 1.

The Richter Manufacturing Company of Highland, manufacturing adjustable gates and other specialties, has incorporated its business under the same style, with a capital stock of \$10,000. Frank H. Wepking and William F. Gabler have acquired a part of the interests of James B. Richter and are planning to double the size of the factory and add several other lines of wooden farm necessities.

The Flanner-Steger Lumber Company of Blackwell, which owns and operates one of the finest flooring mills in the northwest, is increasing its capacity to meet improvement in the demand, prospects for spring and summer also being greatly improved. The mill is receiving about six carloads of logs a day, consisting of some of the finest maple that has ever been taken out of the Forest County region.

The Wolf River Lumber Company, Manawa, has engaged Thomas W. Orbison, consulting engineer, 812 College Avenue, Appleton, Wis., to undertake improvements in its power plant estimated to cost \$35,000 or more. Work will start about April 15.

The Standard Manufacturing Company, Appleton, which has just completed the erection and equipment of a new sawmill and other improvements to its large woodworking plant, has increased its capital stock from \$80,000 to \$160,000 to cover the investments. R. O. Schmidt is president, and Elmer Root, secretary.

The John Schroeder Lumber Company, Milwaukee, which recently purchased the Two Rivers Pail factory, idle for more than six months, has resumed the operation of the plant with a crew of fifty hands. Besides pails the factory will manufacture ice cream tubs and similar lines. It is getting large shipments of logs and bolts from the Schroeder mills at Ashland and considerable stock is being acquired from farmers in the neighborhood of Two Rivers as well.

The G. W. Jones Lumber Company of Appleton has recently effected a material increase in capitalization, which now is fixed at \$500,000, divided into \$200,000 common and \$300,000 preferred stock.

Ernest Hoenisch, 703 North Street, Tomahawk, has opened a factory with his sons, Conrad, Ernest and Earl, for the manufacture of folding chairs, settees, clothes racks and other household utilities and furniture specialties. In the spring it is intended to erect an addition and purchase some additional equipment.

The Crocker Chair Company has reopened its sawmill at Antigo, which has been idle for some time, while improvements were made. Two large rollways have been built up on the mill grounds. Logs are being received from five camps conducted by the company and its jobbers.

The Kenfield-Lamoreaux Company of Washburn is now running its box and crating plants at full capacity, giving employment to from one hundred to one hundred twenty-five men. Sufficient stock is on hand and contracted for to insure uninterrupted operations for the remainder of this year. Up to six weeks ago the schedule was only partial, but the destruction of the Bemidji (Minn.) sawmill and a revival in business enable the Washburn plant to go on a maximum schedule.

The Standard Manufacturing Company, of Appleton, has just booked one of the largest single orders for fine interior woodwork in its history. It covers the requirements of an eight-story banking house and office building which is being erected by the Security Bank of Sheboygan, Wis., at a cost of \$800,000.

The R. Connor Company of Marshfield and Laona has made a contract with Chester Irish and Peter Bitker of Crandon to take all of the hardwood timber on a new forty which they have acquired in Forest county. The logs will be shipped as rapidly as cut to the mill at Laona.

The Northern Refrigerator Car Company of Milwaukee, a new \$425,000 corporation organized recently by officials of the Cudahy Brothers Company, meat packers at Cudahy, suburb of Milwaukee, is making provision at the main plant for repairing and otherwise servicing "freezer" cars and later intends to provide facilities for building complete cars. Present needs have been filled by the purchase of 500 refrigerator cars from the Pullman Company.

The Filler & Stowell Company of Milwaukee, widely known in the lumber industry as a manufacturer of sawmill and logging equipment, Corliss engines, etc., is enlarging its foundry department by the erection of a new cupola house, 45 by 60 feet in size, to provide greater capacity for gray iron casting.

The Olcott Lumber Company of Cumberland has recently increased its capital stock from \$50,000 to \$200,000 to accommodate the growth of its business. The principal officers are: President, F. L. Olcott, 1850 Fifth avenue, Hollywood, Calif.; secretary, T. A. Olcott, 1035 Lumber Exchange, Minneapolis.

The Wiese Laboratory Furniture Company, Manitowoc, Wis., at the annual meeting of stockholders, reported a satisfactory volume of business in 1921 and sufficient orders on the books to keep the full capacity of existing facilities occupied for five or six months forward. It is considered likely that additional provision for manufacturing may have to be pro-

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH		HARD MAPLE	
4/4 FAS	30,000'	4/4 6" & Wider, 8' & Longer	
4/4 Selects	15,000'	No. 1 Com. & Btr.....	100,000'
4/4 No. 1 Common	15,000'	5/4 No. 1 Com. & Btr.....	60,000'
4/4 No. 2 Common	100,000'	6/4 No. 1 Com. & Btr.....	100,000'
5/4 Selects	55,000'	6/4 No. 1 Com. & Sel.....	60,000'
5/4 No. 1 Common	10,000'	6/4 No. 2 Common	150,000'
5/4 No. 2 Common	80,000'	8/4 No. 2 Com. & Btr.....	200,000'
8/4 No. 1 & 2 Common...	11,000'	10/4 No. 1 Com. & Btr.....	80,000'
		12/4 No. 1 Com. & Btr.....	30,000'
SOFT ELM		SOFT MAPLE	
4/4 No. 2 Com. & Btr.....	100,000'	4/4 No. 2 Com. & Btr.....	150,000'
6/4 No. 2 Com. & Btr.....	50,000'	6/4 No. 2 Com. & Btr.....	14,000'
8/4 No. 2 Com. & Btr.....	35,000'	8/4 No. 1 Com. & Btr.....	100,000'
ASH		BASSWOOD	
4/4 No. 2 Com. & Btr.....	100,000'	4/4 No. 1 Com. & Btr.....	100,000'
5/4 No. 1 Com. & Btr.....	45,000'	4/4 No. 2 Common.....	45,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worchester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

vided this year, prospects being for a steady increase in orders from schools, colleges, professional men and similar sources.

The Barber & Sons Manufacturing Company of Butternut, Wis., is preparing to resume the production of broom and brush handles and similar hardwood specialties about April 1, after a lapse of two years, or since the building housing this department was destroyed by fire. In that period only the sawmill has been operated. The manufacture of handles was started in 1912.

The Chas. W. Fish Lumber Company of Elcho, Wis., has started work on the reconstruction of the planing mill of its large sawmill at Antigo, which was badly damaged by fire several months ago. Contracts have been placed for new equipment, which will be delivered and installed in about thirty days. The planing mill will be electrically operated throughout and will have probably the largest planer in Northern Wisconsin, requiring a 75-h. p. motor. There also will be two 40-h. p. and one 5-h. p. motors. The Fish company operates five distinct mills and is one of the largest producers of hardwood and other lumber in the North.

The Advance Auto Body Company of Milwaukee is the name of a new corporation organized with \$110,000 capital stock to manufacture a general line of automobile bodies. The incorporators are all members of the

*Manufacturers
of*
**Stimson's
HARDWOOD
LUMBER**

Annual Output: 50 Million Feet

**J. V. Stimson
Huntingburg, Ind.**

**Stimson Veneer & Lumber Co.
Memphis, Tenn**

**J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.**



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DRYING
MACHINERY**
**PROCTOR &
SCHWARTZ, INC.
PHILADELPHIA**

CATALOGUE ON REQUEST

Foster-Latimer Lumber Co.
OFFER THE FOLLOWING
DRY HARDWOODS

Regular Widths and Lengths
SOFT ELM

4/4" No. 2 & Better.....	12 months dry
5/4" No. 2 & Better.....	12 months dry
6/4" No. 2 & Better, largely No. 1....	12 months dry
8/4" No. 1 & Better.....	8 months dry
10/4" No. 1 & Better.....	12 months dry
12/4" No. 1 & Better.....	6 months dry
4/4" No. 3.....	12 months dry
6/4" No. 3.....	10 months dry

WIRE, PHONE OR WRITE FOR PRICES
**MAIN OFFICE AND MILLS
MELLEN, WISCONSIN**

law firm of Quarles, Spence & Quarles, Sentinel building, and include Julian Olds, Howard T. Foulkes and John A. Dietrich.

The Svoboda Altar Works of Kewaunee, Wis., a large producer of church furniture and fixtures, has decided to erect a new factory, which was projected about five years ago but delayed by war conditions. It will represent an investment of about \$65,000, including a site of nearly three square blocks. This embraces the foundations of an old factory destroyed by fire some years ago, which will be used as the substructure of new mill and factory. Current will be purchased from a large hydroelectric generating plant. Purchases of new woodworking and electric motor equipment are now being made by Joseph Svoboda, president and general manager.

TORONTO

At the annual meeting of the Wholesale Lumber Dealers' Association held in Toronto a short time ago reports of a successful year's operations were submitted. Organized four years ago with a membership of 17, there are now 42 members on the roll. The following officers were elected: President, H. J. Terry, of Terry & Gordon; secretary-treasurer, Horace Boulbee; directors, Hugh A. Rose, J. B. Jarvis, D. C. Johnston, K. N. Brown, Alex C. Gordon.

A test prosecution launched by Inspector McKee, of the Provincial Board of Health, charging W. J. Carriere, a lumber jobber operating near Gogama, with maintaining insanitary camps, was heard in the Sudbury Police Court. Carriere pleaded guilty and was fined \$25 and costs on each of two separate counts and was given two weeks to make alterations at the camp. The investigation was the result of complaints that reached the department.

The Trans Canada Lumber Company, Limited, has been organized at Montreal and has been granted a Dominion charter authorizing the company to engage in a general lumbering business in all its branches. The company is capitalized at \$200,000 and the incorporators are: J. W. Cook, A. A. Magee, T. B. Heney and W. C. Nicholson.

The McKinnon Lumber Company, Limited, has been incorporated and has opened offices at 454 King street, W. Toronto. The company also has a yard in the city. George McKinnon has associated with him John P. Waters of Toronto and G. D. Martin of Burk's Falls. The new company will specialize in Canadian and imported hardwoods.

The Hardwood Market

CHICAGO

The Chicago hardwood market continues to reflect the cautious attitude of the buyers in all lines. A fair volume of business is being done right along, but it is plain that the buyers are only taking on such stock as they need at the time they need it. There is no tendency to buy for the future. Prices are holding up well, though there is some report that gum prices have sagged a few points recently. Poplar is probably the strongest wood on the market in the matter of demand, because of the many industries which use it. Oak flooring stock is still in good demand. The upper grades remain short and the lower grades dragging. Business is considerably spotted and while some firms are doing a very satisfactory business others are securing orders very slowly.

BUFFALO

The hardwood trade remains about the same as for the past month and sales are not heavy. Industrial activity shows little increase, so that consumers' wants are not as large as they often are at this season. Some buying is probably held up by the desire to take advantage of lower freight rates early next month, but it is believed that not much business is being thus deferred. There is a general feeling that business is to be better this spring and the yards are getting in some lumber in anticipation of early improvement.

Prices are little changed, but are higher than a year ago in almost every wood. Maple is said to be an exception to this rule, owing to the fact that it is widely distributed and the high freight rates make buyers take stocks as near home as possible. Oak continues to be the leader in most yards, with an improved demand developed in birch, indicating that the furniture factories have been doing fairly well. Chestnut is also selling a little better than a few weeks ago.

BOSTON

Quite a little improvement in demand and quite an increase in inquiry featured the trade here the past two weeks. Of course business is not yet booming by any means. But it is so good and so improved that dealers think the outlook for spring trade is very hopeful. This naturally is a rather dull time, and the hardwoods people are having rather more trade than any other line of the lumber market here just at the present time. One feature of the market is the interest piano people here are showing. Not only is there more inquiry from them but they are also purchasing just a little more than they have been. Some say quite a little more

trade has come from them. The fact is in all the hardwoods trade, business just now is rather unevenly distributed. Some wholesalers are having trade a little more active than others. And the piano people especially seem anxious to know about poplar. There is also a feature worth mentioning in the improved demand and inquiry for finish. This normally includes only about a fifth of the bulk of the hardwoods trade here, but the improvement is taken as significant of better things the coming spring.

BALTIMORE

Hardwood men in Baltimore as a rule are hopeful about the prevailing state of the business and about the prospects as well. To be sure, they do not let their confidence and buoyancy run away with their judgment, and they are free to admit that getting orders requires very persevering work. But they also report that determined effort brings results that are quite satisfactory in view of all the conditions. The demand for lumber is slowly but steadily expanding. Some weeks, of course, there appears to be a let-up in the inquiry and it looks as though a real basis was lacking for the belief that a recovery is taking place. But these periods of pronounced quiet alternate with others that bring out a good deal of business, so that the average for a given time runs rather higher than before. In other words, it is not always easy to tell that headway is being made, but there are certain stationary marks that permit the hardwood man to see that he is moving forward. Prices have responded somewhat to the more active calls for lumber, but of course, anything like a spurt is not to be anticipated for the present.

COLUMBUS

Hardwood trade is rather steady in Columbus and central Ohio territory. Buying is evenly distributed between retailers and factories with the factories showing the most promise for the future. Concerns making boxes, furniture, caskets and implements are buying fairly well. Railroads are also making inquiries, showing a disposition to enter the market. Retail stocks as a rule are not large and dealers are expected to be replenishing them soon. In fact some retail stocks are badly broken.

Prices are fairly steady at the levels which have maintained for some time. Some cutting to force trade is reported but this is far from being general. Quartered and plain oak are both in good demand and the same is true of the better grades of poplar and chestnut.

CLEVELAND

At the present time demand for hardwoods is practically nil. Shipments have been few and far between. Prices, for the most part, have been unusually steady. Naturally every day sees slight changes but the net result shows little deviation. In view of the fact that banner business is expected with the opening of the spring season there seems no disposition on the part of anybody concerned to shade prices in the slightest degree.

Naturally no signs point to any immediate changes in demand or price. All concerned are simply sitting tight and awaiting developments which are sure to come within the next few months. The automobile factories are gradually increasing production and much may be expected from that quarter. Factories that have been operating on part time basis are finding increases necessary since the automobile show and spring selling campaigns are having more than expected effect. Similarly in the furniture industry. February sales have been productive of more business than anticipated, hence leaving dealers with low stocks which must be replenished immediately.

Stocks, according to best advices, are low, considering general indications, hence the first spring movements will reflect themselves.

INDIANAPOLIS

Little change can be seen in the general situation, though there are some bright spots, notably the increasing demand from the furniture industry and the large volume of inquiries from the retail trade. It appears now that little difficulty will be experienced with the building trades this spring and that construction will proceed without serious complications or an extended recess. The local retailers are convinced that this year will be an even better building year than last in spite of the fact that January was not quite up to last year. Because of this belief, the dealers are beginning to lay in their stocks. The sash and door factories, flooring manufacturers and others interested in the strictly construction end of the demand are working on stock materials. Following the automobile shows in New York and Chicago the body plants are showing a little more activity than during the last months of 1921. Prices show no change, though on uppers there appears to be serength not too far distant.

EVANSVILLE

There has been no improvement to speak of in the trade of the hardwood lumber manufacturers and wholesalers of Evansville and southern Indiana during the past week or ten days and it is not believed now that trade will show much picking up before the first of March or the first of April. Jan-

C. P. CROSBY

Manufacturer and Wholesaler

Wisconsin Hardwood Lumber

RHINELANDER, WISCONSIN

BIRCH		HARD MAPLE	
1" No. 1 Common	100,000'	1" FAS & Sel.	20,000'
1" No. 1 Com. & Btr.	50,000'	5 1/4" 1 & 2 Run	25,000'
5/4" No. 1 Com. & Btr.	100,000'	6/4" No. 1 & Btr.	25,000'
5/4" FAS	25,000'	8/4", 10/4", 12/4" Maple Hearts	
6/4" FAS	25,000'	3x6, 4x4, 4x6, 6x6, 6x8	
6/4" No. 1 & Btr.	50,000'		
8/4" FAS	30,000'		
SELECTED RED		ROCK ELM	
4/4" to 8/4"	1 car	1" No. 2 & Btr.	25,000'
BROWN ASH		5/4" No. 2 & Btr.	25,000'
4/4" No. 2 Com. & Btr.	1 car	6/4" No. 2 & Btr.	35,000'
5/4" No. 1 Com. & Btr.	1 car	8/4" Log Run	40,000'
		8/4" No. 1 Com. & Btr.	20,000'

Buskirk-Heyser Lumber Co.

High Grade, Soft Texture

West Va. and Southern

Hardwoods

MIXED CARS OF ANY KIND, GRADE OR THICKNESS FROM OUR

Distributing Yards: CINCINNATI, OHIO

We Offer Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and to offer kiln drying service of proven efficiency for handling either green or dry lumber. This service is based on the same conservative care which has always characterized our every department from the log to the finished product.

We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

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the next time

J. V. Stimson & Co.
OWENSBORO, KENTUCKY

Plain and Qtd. Red and White

Even **OAK** Soft
Color AND OTHER Texture
Hardwoods

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

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STRABLE
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Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

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Maple, Birch, Basswood, Elm, Beech



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The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

uary was an exceedingly dull month and February has not been any better. There is of course some business but it lacks life and both wholesalers and retailers are buying in limited quantities and just as they want the lumber. In some instances they wait until the last minute and then order by telegraph. Practically none of the hardwood mills in this section are being operated at all and it is not known at this time when they will resume operations. There are few logs coming in and manufacturers who are not running their mills are making no special efforts to get logs and will not in fact until business conditions are better. Lumber prices are holding their own very well and no material reduction in prices is looked for for at least another year, according to the leading wholesalers here. The various wood consuming plants in Evansville are being operated on an average of about 80 per cent normal and the factories at Owensboro, Ky., Henderson, Ky., Tell City, Ind., and other towns within a radius of fifty miles of Evansville also are running on about the same average. Some of the manufacturers believe that a little later on they will be able to run on better time. The manufacturers of farm implements in the cities of this section report that they now are employing about 50 per cent of their normal force.

MEMPHIS

The demand for hardwood lumber is slowly but steadily increasing, as evidenced by the fact that each of the three weeks just past has seen a gain over the one preceding, thus suggesting that the increase is cumulative. Manufacturers of flooring, sash, doors and interior trim are the most active buyers, according to practically all members of the trade. Reports being received from the building trades suggest that there will be a record amount of building under way by April 1 in all parts of the country, and those who are engaged in preparing the necessary materials are becoming increasingly active. Furniture manufacturers are still placing orders with considerable conservatism. But hardwood lumbermen here are not giving themselves much concern on this score. They insist that the enormous amount of home and apartment construction must necessarily be followed by a big demand for the furniture with which to make these structures livable, thus paving the way for active buying on the part of the furniture group. They also point out that manufacturers of furniture are running their plants very close to capacity, and that they are eating into their reserve stocks, thus hastening the day when they must come into the market in a big way.

Automobile manufacturers are credited with sizable purchase of ash and other hardwoods for use in the making of closed cars. Box manufacturers are showing increased activity and are consuming considerable quantities of low grade cotton wood and gum. Wholesale interests are in the market in a fair way, and altogether members of the trade feel encouraged over more recent developments in the general situation. Prices are firmer than recently, and it is notable that some holders here are refusing to make sales of high grade stock unless they are able to work off some of the lower grades for which demand is less active than in the case of No. 1 common and better.

Production is not making particularly striking headway. Much interruption is reported on account of unfavorable weather. It is estimated that hardwood output is not above 50 per cent of normal, and some hold the view that sales and shipments are quite as large as daily output, with resultant maintenance of the somewhat strained relations between supply and demand. During the dullness just before the holidays and during practically the whole of January, production probably exceeded shipments, but, it is regarded as doubtful if they are doing so now. Furthermore, in the opinion of those best informed, there is every probability that demand will show heavy expansion during the next few weeks, while prospects are very slight for any increase in hardwood output until early summer. Spring rains and spring floods are still ahead, and, unless they are unusually mild, they will severely handicap manufacturers of hardwood lumber attempting to operate their plants.

Export demand is reported rather quiet as a rule, although one firm in the Memphis territory is credited with having booked an order for 750,000 feet of hardwood lumber to be sent abroad within the next three or four months. The further increase in the value of exchange and the lowering of the discount rate by the Bank of England are regarded as favoring developments. Exchange is now at practically the maximum level for the past three years, and this appreciation in this item tends to materially decrease the cost of importing lumber from the United States.

NEW ORLEANS

"We have not yet experienced quite the improvement we had anticipated for the late winter, but there can be no doubt but that the hardwood market is in perhaps the strongest strategic position it has been in for two years and we still hold to the opinion that business certainly will be good before the spring passes by."

Thus is the hardwood situation and outlook epitomized by a representative manufacturer of the Southwest and this estimate seems to be meeting with uniform approval throughout the Southwestern and extreme Southern territory.

Buying is not very active just at the present writing, but there is some

activity and it is steady and well sustained. Perhaps the greatest handicap to the industry is in the matter of production which is severely curtailed because of the seasonal inclemency of the weather and its consequent handicap upon logging operations throughout the entire territory. Few mills there are that find themselves able to supply the necessary timber for running their plants at full capacity, and this brings production right down to the bone. The present demand is not sufficiently great to justify full capacity operations, but the manufacturers are anxious to stock up their yards for the increased trade they anticipate for the early spring.

There is some encouragement found in the export movement, which undoubtedly is more than holding its own.

BEAUMONT

While posted freight rate reductions run from \$1 to \$2, it has not stimulated the hardwood market in this section and it is inclined to sag. Production, however, is at such a low point that manufacturers consider their position very strong, although this strength is yet to be developed.

It is the general impression that the volume of business will increase gradually, although the movement has not been that which has characterized Februarys of former years. Locally, hardwood men seem to be well satisfied with the situation, notwithstanding the fact that the movement has been small.

In this immediate section the activity in building homes has had its effect upon the local furniture market and both wholesale and retail stores report a very active business. There is also a satisfactory movement of pianos.

MILWAUKEE

It remains a difficult matter to get consumers of hardwoods past the stage where they will buy only to cover their immediate needs, but there is a great deal of comfort to be extracted from the fact that these needs are now increasing, judging by the larger movement. Trade remains peculiarly spotted in character and is very uneven, but the demand is so well sustained that hardwood lumber manufacturers in the North are getting production back to within striking distance of normal. It is notable that in the last thirty days some large mills which have been idle since last summer have been reopened.

The tendency noted early in February as a continued influence from January experience in the direction of softening of prices in spots seems to be fairly well overcome. The soft spots apparently were due to the eagerness of some producers to move stocks promptly at a time when the recent advance seemed to cause a holding off on buying in some quarters. At present the list is quite well sustained in most particulars, with some experts discerning a trend toward higher levels in thirty or sixty days, when the demand is expected to become broader through the resumption of the building movement and the manifestations of a permanent and definite recovery of industry from the trough of the last twelve to eighteen months.

Furniture factories are doing considerable buying, although they are mostly picking up lots here and there and pressing hard for prices. Industrial demands, especially for the poorer grades, such as box and crating stock, is increasing slowly. Excelsior mills are feeling the beneficial influence of the better condition of industries, principally furniture. Musical instrument industries are still operating on a minimum basis, but a pick-up is looked for early in the spring.

There seems to be no distinctly discouraging features in the present situation, such as checked optimism frequently all through last year. On the other hand, developments day by day lend a more hopeful feeling throughout the hardwood industry in the North.

TORONTO

A fair volume of business is being done in the hardwood market, which has undergone a distinct improvement during the past two weeks. The chief inquiries are for birch and maple, but the upper grades are rather scarce, and there is a wide margin in prices depending on the stock held, where located or how badly the inquirer needs certain thicknesses and grades. There is a disposition on the part of those who have stocks on hand to hang on, as there is an upward trend in values and the cut of hardwoods this season is much below normal. However, the outlook is for a considerable movement of hardwood in the near future, the belief being based on the general impression that values have struck rock bottom, the opening up of industrial activity and the low stocks in the hands of wood working industrial plants. Led by the motor car body manufacturers, the manufacturing consumers of hardwood are showing greater interest in the hardwood market than for some months past. The furniture industry is likely to buy more liberally in the coming months than at any time since the end of the boom period. Furniture manufacturers are now producing on a much more active basis than at any time during the past sixteen months. Manufacturers generally are looking forward to a broadening of markets and a gradual increase in demand for their products. When all returns are in it will be shown that the cut in the bush this year will be larger than at first reported.

VESTAL LUMBER & MFG. COMPANY

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Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL
A SUBURB OF KNOXVILLE
FONDE, KY., & DUFF, TENN.

DELTA HARDWOODS

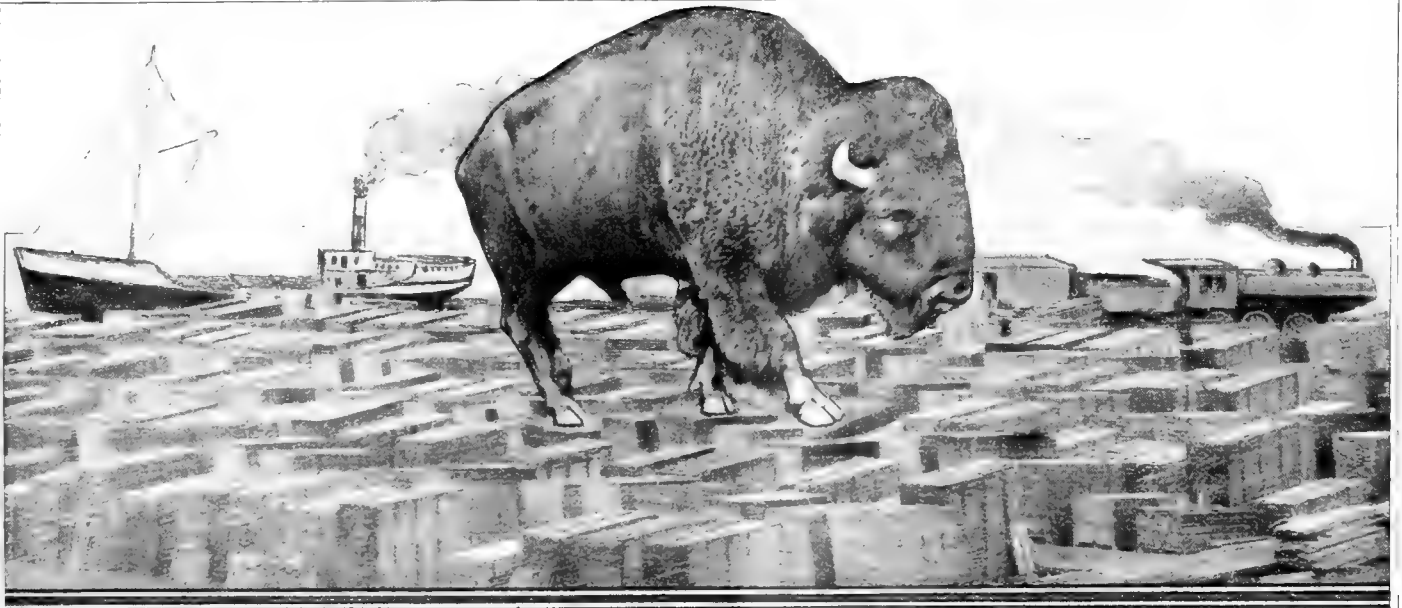
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SOME CONSUMERS OF HARDWOOD LUMBER DO NOT GET VALUE FOR THEIR MONEY. OFTTIMES IT IS BECAUSE THEY DO NOT STUDY THE SOURCE OF THEIR SUPPLY. ARKANSAS IS THE HOME OF THE BEST HARDWOODS. OUR DOUBLE BAND MILLS ARE LOCATED IN THE CENTER OF THE BEST HARDWOOD PRODUCING REGION OF THE STATE. IT WILL PAY YOU TO INVESTIGATE.

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 where 60 to 70,000,000 feet are carried at
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 and from Buffalo by rail, lake or barge canal

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ATLANTIC LUMBER CO.
HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

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TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

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HARDWOODS OF ALL KINDS

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G. ELIAS & BRO., Inc.
ALL KINDS OF LUMBER

ESTABLISHED 1881

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HUGH McLEAN LUMBER CO.
Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qtd. Oak, Poplar & Walnut

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Buffalo Hardwood Lumber Company

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M. M. Wall, Treas.

T. H. Wall, Vice-Pres.

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FOR SALE

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NO. 1 C. & BTR., white, 4/4-12/4", 18 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

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COM. & BTR., 4/4" & thicker, good wdths. & lgths., 40% & Btr. 14 & 16". H. A. Hoover, South Bend, Ind.

FAS, 10/4". KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8", 4/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

4/4-12/4". HARRY H. MAUS LBR. CO., So. Bend, Ind.

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LOG RUN, 4/4", reg. wdths. & lgths., yr. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, white, 4/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

FAS, 4/4, 5/4, 6/4"; NO. 1 C. & BTR., 8/4, 12/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 4/4, 5/4". WELSH LBR. CO., Memphis, Tenn.

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BASSWOOD

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NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., yr. dry, full log run; NO. 1 C. & BTR., 5/4", good wdths. & lgths., yr. dry, end dried white. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 & BTR., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

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SEL. & BTR., 5/4", extra wide, long, high grade dry; SEL. NO. 1 C., both, 5/4", extra wide, long, high grade, dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

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NO. 2 C. & BTR., 4/4, 5/8, 6/4", reg. wdths. & lgths., 3-12 mos. dry; NO. 2 C., 4/4, 6/4", reg. wdths. & lgths., yr. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

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4/4-8/4". HARRY H. MAUS LBR. CO., So. Bend, Ind.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 8 mos. dry, full log run. EAST JORDAN LBR. CO., East Jordan, Mich.

SELS. & BTR., 5/4, 8/4, 6/4"; NO. 2, 4/4, 5/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 1 & BTR., 10/4, 12/4, 16/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 & BTR., 4/4, 5/4, 8/4, 10/4". JACKSON & TINDALE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4"; NO. 2 C., 5/4, 5" & wider; NO. 1 C. & SELS., 5/4"; NO. 2 C., 5/4"; NOS. 1 & 2 C., 6/4"; NO. 2 C. & BTR., 12/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

SEL. & NO. 1 C. (28% select), 4/4", reg. wdths. & lgths., yr. dry; NO. 2 C., 4/4", reg. wdths. & lgths., yr. dry; NO. 2 C., 5/4", reg. wdths. & lgths., 8 mos. dry; NO. 1 C. & BTR., 6/4, 10/4", reg. wdths. & lgths., 8 mos. dry; NO. 1 C. & BTR. (60-70% FAS), 8/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., 4/4 5/4", good wdths., 50%, 14 & 16", dry; (18% 10" & up); SEL. & BTR., 6/4", extra wide, 50% 14 & 16" long, dry; NO. 1 C., 4/4, good wdths., 14 & 16", high grade; NO. 1 C., 8/4", good wdths. & lgths., high grade, dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

NOS. 1 & 2, 4/4-16/4", reg. wdths., std. lgth., 1-2 yrs. dry, northern stock, tough texture. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4", reg. wdths. & lgths., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

COTTONWOOD

NO. 1 C. & SEL., 4/4", ran. wdths., 50-60", 14 & 16", 9 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

NO. 1 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

BX. BDS. FAS, NO. 1 C., all 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

BX. BDS., 4/4", 13-17, 12-16, 10 mos. dry; BX. BDS., 4/4", 9-12, 12-16, 10 mos. dry; FAS, 4/4", 13" & up, 10-16, 10 mos. dry; FAS, 5/4, 6/4", reg. wdths., 8-16, 6 mos. dry; NO. 1 C., 4/4", 13" & up, 8-16, 10 mos. dry; NO. 2 C., 6/4", reg. wdths., 8-16, 6 mos. dry. CHICAGO LBR. & COAL CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4". NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 4/4". THOMPSON & DEFENELON, Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

CYPRESS

NOS. 1 & 2 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4", ran. wdths., 50-60" 14 & 16", 9 mos. & over dry. CULL & PECK, 4/4", ran. wdths., 50-60" 14 & 16", 9 mos. dry. THE BREECE MFG. CO., Arkansas City, Ark.

NO. 1 C., 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

SEL. & BTR., 4/4"; NO. 1 SHOP, 4/4", KING MILL & LBR. CO., Paducah, Ky.

FAS, 4/4, 5/4, 6/4, 8/4"; SEL., 4/4, 5/4, 6/4, 8/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4". WELSH LBR. CO., Memphis, Tenn.

FAS, 8/4"; SELS., 4/4, 5/4, 6/4, 8/4"; SHOP, 4/4". ERSKINE WILLIAMS LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4", reg. wdths. & lgths.; NO. 1 SHOP, 4/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 2 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; SELS., 6/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 1 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4"; NO. 2 C., 4/4"; NO. 1 C. & BTR., 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

NOS. 1 & 2 C., 6/4", ran. wdths., 50-60%, 14 & 16", 9 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

LOG RUN, 4/4-12/4", reg. wdths. & lgths., dry. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., gray, 4/4-16/4", reg. wdths. & lgths., 5-8 mos. dry, very high grade. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 C. & BTR., gray, 8/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 2 & BTR., 5/4", reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 8/4, 10/4, 12/4", reg. wdths. & lgths., yr. dry; NO. 3, 6/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 12/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4 to 12/4", reg. wdths. & lgths., dry. H. A. HOOPER, So. Bend, Ind.

NO. 1 & BTR., 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NOS. 2 & 3 C., 5.8". KELLOGG LBR. CO., Memphis, Tenn.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

FAS, 4/4"; SEL. & NO. 1 & NO. 2 C., 4/4"; NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

LOG RUN, 6/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4", 6/4, 12/4, 16/4". THOMPSON & DE FENELON CO., Memphis, Tenn.

LOG RUN, 8/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

ELM—ROCK

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 9 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

GUM—PLAIN RED

FAS, NO. 1 C., both, 5/8". KELLOGG LBR. CO., Memphis, Tenn.

NO. 1 C., 5/8, 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

COM., 6/4"; NO. 1 C., 5/4". THOMPSON & DE FENELON, Memphis, Tenn.

NO. 1 C. & SEL., 1/2", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 5/4". C. B. COLBORN, Memphis, Tenn.

NO. 1 C., 8/4". KELLOGG LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, 8/4"; NO. 2 COM., 6/4"; FAS, 8/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C. & BTR., 6/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

COM., 6/4". THOMPSON & DE FENELON, Memphis, Tenn.

NO. 1 C. & SEL., 3/4, 8/4", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C. & BTR., SND, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS, NOS. 1 & 2 C., 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 2 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., pl., 6/4", ran. wdths., 50-60% 14 & 16", 9 mos. & over dry. THE BREECE MFG. CO., Arkansas City, Ark.

HARDWOODS FOR SALE

NO. 1 C. & BTR., 4/4, 5/4, 8/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 2 C., 5/4", dry. C. B. COLBORN, Memphis, Tenn.

NO. 1 C. & BTR., 5/8, 5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 5/8"; **BX. BDS.**, 4/4", 13-17. KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8, 4/4"; **NO. 1 C.**, 5/8, 4/4"; **NO. 2 C.**, 5/8, 3/4, 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 2 C., 4/4, 5/4". THOMPSON & FENELON, Memphis, Tenn.

FAS, 4/4", 10 1/2", 75%, 14 and 16" yr. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

FAS, 5/8", reg. wdths. & lgths., dry; **BX. BDS.**, 4/4", 13-17", reg. lgths., dry; **NO. 1 C. & SEL.**, 5/8", reg. wdths. & lgths., dry; **NO. 2 C. & SEL.**, 4/4", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4, 6/4", reg. wdths. & lgths.; **NO. 2 C.**, 4/4, 5/4", reg. wdths. & lgths.; **FAS**, 5/4, 6/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS & NO. 1 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

FAS & NOS. 1 & 2 C., pl. & qtd. red, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 2 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS, black, 4/4", 9" & up; **NO. 1 C.**, tupelo, 4/4", BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, black, 4/4", reg. wdths. & lgths., yr. dry. CHICAGO LBR. & COAL CO., Memphis, Tenn.

COM. & BTR., 4/4 to 12/4", pl. & qtd., good wdths. & lgths., 40% & Btr., 14 & 16", dry. H. A. HOOVER, So. Bend, Ind.

NO. 1 C., **FAS**, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

FAS, pl. black, 4/4"; **NO. 1 C.**, qtd. black, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 5/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

HICKORY

LOG RUN, 6/4, 8/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 8/4, 10/4", reg. wdths. & lgths., 6 mos. & over dry; **NO. 2 C. & BTR.**, pecan, 8/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 9 mos. & over dry; **MILL RUN**, pecan, 8/4", ran. wdths., 50-60% 14 & 16", 9 mos. & over dry. THE BREECE MFG. CO., Arkansas City, Ark.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4"12/4", reg. wdths. & lgths., 9 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 5/4, 6/4, 8/4", pecan. THOMPSON & DE FENELON, Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, 7/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 6/4 to 16/4, reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

LOCUST

LOG RUN, 4/4", thoroughly dry, band sawn, equalized. ANDERSON-TULLY CO., Memphis, Tenn.

MAHOGANY

ALL GRADES, 4/4 & thicker, kiln dried. VENEER LUMBER & PLYWOOD CO., 401 N. Hoyle Ave., Chicago, Ill.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COM. & BTR., 8/4", good wdths., 50% 11 & 16", yr. dry; **NO. 2 C.**, 8/4", good wdths., 50% 14 & 16", yr. dry. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C. & BTR., 4/4-12/4", 6" & up, reg. lgths., 5-8 mos. dry, 50% & Btr. **FAS**. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 C. & BTR., 6/4, 8/4"; **SELS. & BTR.**, 8/4"; **NO. 2 C.**, 4/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 1 & BTR., 4/4, 8/4, 10/4, 12/4"; **NO. 1 C. & SEL.**, 5/4, 6/4"; **HIGH GRADE QTD.**, 5/4, 6/4, 8/4"; **END PILED WHITE**, 5/4, 6/4"; **NO. 3 C.**, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

SEL., **NO. 1 & NO. 2 C.**, 4/4"; **NO. 1 C. & BTR.**, 8/4"; **NO. 2 C.**, 8/4"; **NO. 2 C. & BTR.**, 10/4, 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

FAS (15% selects), 4/4", 6" & up, reg. lgths., yr. dry; **NO. 1 & 2 C.**, reg. wdths. & lgths., 10 mos. dry; **NO. 1 C. & BTR.**, 5/4, 8/4, 10/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C., 5/4, 8/4", dry; **NO. 1 & 2 C.**, 10/4", dry; **STRIPS**, sap, 1x4", dry; **STEP PLANK**, 6/4", dry. VON PLATEN-FOX CO., Iron Mountain, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 8/4, 12/4". GRISMORE-HYMAN CO., Memphis, Tenn.

LOG RUN, 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

4/4-10/4". HARRY H. MAUS LBR. CO., So. Bend, Ind.

LOG RUN, 4/4-12/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 10/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

NO. 2 C. & BTR., 4/4, 6/1". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

NO. 2 C. & BTR., 4/4 to 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 3/8, 1/2". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 4/4"; **NO. 1 C.**, 3/4, 5/4"; coffin bds. RUSH LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-8/4", reg. wdths. & lgths., 4 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & SEL., 3/8, 3/4", reg. wdths. & lgths., dry; **NO. 2 C.**, 3/8", 1/2, 5/8, 3/4", reg. wdths. & lgths., dry; **NO. 3 C.**, 5/8, 3/4, 4/4", reg. wdths. & lgths., dry; **SD. WORMY**, 4/4", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4, 5/4"; **NO. 1 C.**, 4/4, 5/4, 6/4, 8/4"; **NO. 2 C.**, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/4, 6/4", reg. wdths. & lgths., dry; **NO. 2 C.**, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

FAS, 4/4, 5/4"; **NO. 1 C.**, 3/4, 4/4, 6/4"; **NO. 2 C.**, 3/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; **NO. 1 C.**, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; **NO. 2 C.**, 4/4", reg. wdths. & lgths., dry. BEDNA-YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 18 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8 to 6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

BRIDGE PLANK, 8/4". KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4-6/4", reg. wdths. & lgths., 8 mos. dry; **SWITCH TIES**, 6x8, 9-16. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & SEL., 3/8, 1/2, 5/8", reg. wdths. & lgths., dry; **NO. 2 C.**, 5/8", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4, 6/4"; **NO. 1 C.**, 4/4"; **SD. WORMY**, 4/4"; **NO. 2 C.**, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/4, 6/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 5/8 to 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

CLEAR STRIPS, 4/4", 4-4 1/2" & 5-5 1/2"; **COM. & BTR.**, strips, 4/4", 1 1/2", 5 1/2". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 C., 4/4". RUSH LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8-8/4", reg. wdths. & lgths., yr. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & SEL., 5/8, reg. wdths. & lgths., dry; **NO. 2 C.**, 5/8, 3/4", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 6/4". ERSKINE WILLIAMS LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths. WISCONSIN LBR. CO., Chicago, Ill.

FAS, 4/4"; **NO. 1 C.**, 5/8, 4/4, 5/4, 6/4"; **NO. 2 C.**, 3/4, 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; **FAS**, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; **NO. 2 C.**, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & FAS., qtd., R. & W., 4/4, 5/4", reg. wdths. & lgths., 6 mos. & over dry; **NO. 1 C. & BTR.**, 3/4, 4/4, 5/4, 6/4, 10/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

SD. WORMY, 4/4, 8/4", ran. wdths., 50-60% 14 & 16", 9 mos. & over dry; **COM. & BTR.**, **NO. 2 C.**, tram plank, & **NO. 3 C.**, all pl., 8/4", ran. wdths., 50-60% 14 & 16", 9 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

NO. 1 C. & BTR. (SD. WORMY), pl. W. & R., 4/4", dry. C. B. COLBORN, Memphis, Tenn.

COM & BTR., 4/4-12/4", good wdths., 40% & BTR., 14 & 16", yr. & over dry. H. A. HOOVER, So. Bend, Ind.

NO. 1 C. MIXED, 4/4, 8/4". KING MILL & LUMBER CO., Paducah, Ky.
4/4, 5/4". HARRY H. MAUS LBR. CO., So. Bend, Ind.

POPLAR

NO. 1 C., 4/4", reg. wdths. & lgths., 2 yrs. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 12/4, 16/4", good wdths., 50% 14 & 16", yr. dry. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

HARDWOODS FOR SALE

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4, 6/4"; NO. 2 A. C., 5/4". RUSH LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS, 4/4, 8/4". WELSH LBR. CO., Memphis, Tenn.

SAPS & SELS., 4/4"; NO. 1 C., 4/4"; NO. 2 A. COM., 5/4, 6/4"; NO. 2 B. COM., 4/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

SYCAMORE

NO. 1 C. & BTR., pl., 5/8, 4/4, 6/4"; NO. 2 C. & BTR., pl., 5/4, 10/4"; NO. 2 C. & BTR., qtd., 5/8"; NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4". All thoroughly dry, band sawn and equalized. ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2C., 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

WALNUT

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4-6/4", reg. wdths. & lgths., 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

ALL GRADES, 4/4 & thicker, kiln dried. VENEER LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

FAS, 1/2, 4/4, 5/4, 6/4, 8/4"; SELS., 4/4, 5/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 5/8, 4/4, 5/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS DIMENSION STOCK GUM

CLEAR RED SQUARES, 2x2-20, 2 1/2x2 1/2-20; CLEAR SAP SQUARES, 2x2 & 2 1/2x2 1/2-30, dry. C. B. COLBORN, Memphis, Tenn.

OAK

CLEAR SQUARES, 2x2-30, dry. C. B. COLBORN, Memphis, Tenn.

VENEER—FACE ASH

LOG RUN, brown, 1/20, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/20", 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

LOG RUN, 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4, 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

LOG RUN, white, 1/16, 1/8, 6-36, 48-86. UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8/30" wide, 4-10' long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

CROSS BANDING AND BACKING BIRCH

CROSS BANDING, 1/28, 1/24, 1/20, cut to size. UNDERWOOD VENEER CO., Wausau, Wis.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, 144x28 & 42. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

ALL WOODS, "A" 13/16, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.



Find the Right Employee Quickly

WHEN you make use of the HARDWOOD RECORD for any of the purposes listed below, you have the advantage of placing your proposition before the industry with the same thoroughness which is revealed by making use of a magnifying glass.

It is essential, in employing the Classified Advertising Department, to describe your requirements at length. It is a mistake to try to conserve a line or two in a Department of this kind. The prices are kept at a minimum for the purpose of encouraging a full description of what you may want to buy, or what you want to sell.

It always pays to read the Classified Department because many golden opportunities are concealed therein from the casual observer.

The purpose of this Department is to render service on the following subjects:

Lumber Wanted	Dimension Stock For Sale
Employees Wanted	Employment Wanted
Machinery Wanted	Machinery For Sale
Timber and Timberlands Wanted	
Timber and Timberlands For Sale	

“A thousand requirements filled”

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

Manufacturers of Bar, 1 Sawn, West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 2 to 67) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 5/4 to 6/1 Sound Wormy Oak,
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, OHIO

**OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak**
These are a few of the many species of oak in commercial use

(*See page 9)

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

(*See page 65)

W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

We have for fall shipment large stock of 10/4 and
12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4
in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page —)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

For Anything in Oak Write the Firms on
This Page

(*See page 41)

Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 38)

Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 8 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 9)

QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

(*See page 68)

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 52)

Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Pardee & Curtin Lumber Company
Sales Office—Clarkeburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

NATIONAL LUMBER COMPANY
HARDWOODS
WIDE ALL IN
NOT PICKED OVER
BLUEFIELD, WEST VIRGINIA

(*See page 8)

Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties

Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See page 65)

Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page —)

We have to offer at present a few cars of 4/4 F&S Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

A. B. C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

WE SPECIALIZE IN
QUARTERED AND PLAIN OAK, Nice Texture
Courteous Service Always
WILLIAMS LUMBER COMPANY
FAYETTEVILLE, TENN.

(*See page —)

Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

HARDWOODS FOR SALE

PANELS AND TOPS ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4",
G2S, stock sizes. E. V. KNIGHT PLYWOOD
SALES CO., New Albany, Ind.

THREE PLY, brown, G1S, qtd. 24", 72" &
G2S, 1/4, 24", 72". UNDERWOOD VENEER
CO., Wausau, Wis.

BIRCH

THREE & FIVE PLY, pl. & curly. R. C.
CLARK VENEER CO., 1650 Besley Court,
Chicago, Ill.

THREE PLY, 3/4x24x48, G2S; FIVE PLY,
3/4x36x72, G1S, 3/4x24x72, G2S, 3/4x30x72, G2S.
HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/4", G1S, & THREE PLY,
1/4", G2S, stock sizes. E. V. KNIGHT PLY-
WOOD SALES CO., New Albany, Ind.

THREE PLY, G1S, 1/4", 24", 72" & 30", 72";
G2S, 5/16, 24-72, & 5/16, 30-72". UNDER-
WOOD VENEER CO., Wausau, Wis.

FIR

DRAWER BOTTOMS, BACKING, G1&2S,
THREE PLY, 1/4", 3/8" & 3/7"—also three ply
door panels. R. C. CLARK VENEER CO.,
1650 Besley Court, Chicago, Ill.

ELM

THREE PLY, 1/4x24x72, G1S, 1/4x30x72, G1S,
1/4x24x72, G2S, 1/4x30x72, G2S. HANSON-
WARD VENEER CO., Bay City, Mich.
THREE PLY, 3/16", 1/8", G1S, stock sizes.
E. V. KNIGHT PLYWOOD SALES CO., New
Albany, Ind.

GUM

THREE PLY, pl. & fig. 1/4", 3/8". R. C.
CLARK VENEER CO., 1650 Besley Court, Chi-
cago, Ill.
FIVE PLY, red, 1/4x36x60, 1S, 1/4x36x72, 1S,
3/4x36x72, 1S, 3/4x24x72, 2S, 3/4x30x72, 2S. HAN-
SON-WARD VENEER CO., Bay City, Mich.
THREE PLY, 5/16", G1S, stock sizes:

LOUISVILLE—The Hardwood Gateway of the South

W. P. Brown & Sons Lumber Company

INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLPORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR, ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

Norman Lumber Co.

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE wish to announce that we have acquired yard at 6th and A Streets, Louisville, Ky., formerly operated by the Edward L. Davis Lumber Co. together with all stock now on hand.

We will have facilities for taking care of Two Million Feet of Hardwoods, dressing, kiln-drying and resawing stock. We will do a general re-handling and assorting business, specializing on straight and mixed cars of Ash, Chestnut, Oak, Poplar and other hardwoods.

R. R. May Hardwood Co.

SIXTH AND A STREETS

We Offer for Prompt Shipment

BASSWOOD

No. 2 C. & Btr. 4/4, 8/4 12 mos. dry
No. 2 C. & Btr. 4/4, 8/4 full log run 12 mos. dry
No. 1 C. & Btr. 5/4 good widths and lengths, end dried white 12 mos. dry

SOFT GRAY ELM

No. 2 C. & Btr. 4/4 to 16/4" very high grade. 5 to 8 mos. dry

MAPLE

No. 1 C. & Btr., 50% & Btr. FAS, 4/4 to 12/4, 6" & up 5 to 8 mos. dry

BEECH

No. 2 C. & Btr. 5/8, 4/4, 6/4 3-12 mos. dry
No. 2 C. 4/4, 6/4 12 mos. dry

BIRCH

No. 2 C. & Btr. 4/4 full log run 8 mos. dry

WRITE US FOR PRICES

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

HARDWOODS FOR SALE

THREE PLY, qtd. red, 1/4", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Kv.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

HARD MAPLE

THREE PLY, 1/4"x24x72, G1S, 1/4"x30x72, G1S, 1/4"x24x72, G2S, 1/4"x30x72", G2S. HANSON-WARD VENEER CO., Bay City, Mich.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

PLAIN RED, FIVE PLY, 1/4"x36x60, 1S, 1/4"x36x72, 1S, 3/8"x36x72, 1S, 3/8"x24x60, 2S, 3/8"x30x60, 2S, 3/8"x24x72, 2S, 3/8"x30x72, 2S; PLAIN WHITE, FIVE PLY, 1/4"x36x72, 1S, 3/8"x36x72, 1S, 3/8"x24x72, 2S, 3/8"x30x72, 2S; QTD. WHITE OAK, FIVE PLY, 3/8"x36x72, 1S, 3/8"x24x72, 2S, 3/8"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S,

stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

YELLOW PINE

FIVE PLY, 1/4"x36x72, 1S, 3/8"x36x72, 1S, 3/8"x24x72, 2S, 3/8"x30x72, 2S. HANSON-WARD VENEER CO., Bay City, Mich.

THREE PLY, 1/4", G1S, G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

CHICAGO

The World's Greatest Lumber
and Woodworking Center

Maisey & Dion
Hardwoods
KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 TO 2423 So. Loomis St.
TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

Southern Hardwoods

OAK—ASH—GUM—CYPRESS

SAWMILLS

Port Barre, La.; Hazelwood, La.;
Wildsville, La.; Jonesville, La.;
Whelen Springs, Ark.

Aberdeen Lumber Co.

1221 Lumber Exchange Bldg., Chicago, Ill.

CLARENCE BOYLE

ESTABLISHED 1850 INCORPORATED 1913

MANUFACTURERS
AND WHOLESALE

Southern Hardwoods
and Cypress

1205 Lumber Exchange Building

BAND SAW MILLS

WILDSVILLE, LA. ATLANTIC BEACH, FLA. MERIDIAN, MISS.

Michigan Hardwoods

Dry Stock January, 1922

BASSWOOD

1x6½ to 11½ FAS.....	130M
1x11¼ & up FAS.....	30M
1x4 Clear	9M
1x5½ & up Selects.....	110M
1x4 No. 1 Common.....	35M
1x6 No. 1 Common.....	80M
1x7 & up No. 1 Common.....	80M
4/4 No. 2 Common.....	30M
4/4 No. 3 Common.....	53M

GRAY ELM

4/4 FAS	20M
1x10 & up FAS.....	40M
6/4 No. 1 Common & Better...	79M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

VON PLATEN-FOX CO.

MANUFACTURERS OF
NORTHERN WOODS

Offer the following DRY HARD MAPLE

1x4 Sap Strips.....	60 M	6/4 Step Plank	12 M
5/4x4 & 5 Sap Strips.....	16 M	8/4 No. 1 Common.....	50 M
5/4 No. 1 Common.....	350 M	10/4 No. 1 & 2 Common.....	75 M

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Bldg.

CHICAGO OFFICE
1329 Peoples Gas Bldg.



No other term has been used with greater freedom than "Service." It means nothing unless it incorporates in every day practice the three points mentioned. The service of this company is a proven factor in the hardwood business. It is based on an unlimited and varied production, a

SERVICE

The Embodiment of Quality, Fair Price and Delivery

long period of operation and a keen realization that our dominant position imposes on us a distinct obligation in the matter of trade practice. Buyers everywhere are urged to investigate the desirability of covering soon and to use Anderson-Tully service as a means to that end.

ANDERSON-TULLY COMPANY

MEMPHIS, TENN.

MANUFACTURERS

**NORTHERN
Hardwoods
and Hemlock**

Inquiries Are Solicited

**The Kneeland-Bigelow
Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**
L'ANSE, MICHIGAN

**Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple**

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

**Miller
Lumber
Co.**

MARIANNA, ARKANSAS

*2 Band Mills
100,000 feet Daily Capacity*



Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, MARCH 10, 1922

Subscription \$2
Vol. LII, No. 10

TURNER-FARBER-LOVE COMPANY

MANUFACTURERS
HARDWOOD LUMBER AND SLACK COOPERAGE

SUCCESSORS TO

DARNELL-LOVE LUMBER CO.

LELAND, MISS.

RUSSE & BURGESS, INC.

MEMPHIS, TENN.

LELAND STAVE & LUMBER CO. LELAND & CHICAGO

MEMPHIS, TENNESSEE
U.S.A.

F. T. TURNER, Pres. & Gen. Mgr.
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F. G. WOODS, Treas.
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FOUR BAND MILLS
ANNUAL CAPACITY 60,000,000 FT.

CHICAGO OFFICE
1039 MARQUETTE BLDG.
PHONE RANDOLPH 7957

NEW ORLEANS OFFICE
629 630 N. BERNAL BANK BLDG.

The following is a list of unsold lumber on our yards, nearly all of which is dry and available for prompt shipment. We solicit your inquiries and orders, for straight or mixed car lots.

QUARTERED RED GUM		1/4" No. 2 Com. 95,000'	5/4" No. 2 C&S. 2,500'	8/4" No. 1 C&S. 4,000'	MISCELLANEOUS COTTONWOOD
5/8" FAS. 20,000'	6/4" No. 2 Com. 7,000'	8/4" No. 2 Com. 60,000'	8/4" No. 2 C&S. 12,000'	3/8" No. 2 Com. 105,000'	
3/4" FAS. 12,000'			12/4" No. 2 C&S. 17,000'	1/2" No. 2 Com. 100,000'	
5/4" FAS. 30,000'			4/4" No. 3 Com. 20,000'	5/8" No. 2 Com. 115,000'	
6/4" FAS. 8,000'				3/4" No. 2 Com. 110,000'	
8/4" FAS. 60,000'				1/2" No. 3 Com. 45,000'	TUPELO
5/8" No. 1 C&S. 25,000'	QTD. RED GUM (Sap No Defect)		1/2" FAS. 10,000'	5/8" No. 3 Com. 50,000'	
3/4" No. 1 C&S. 115,000'	5/8" FAS. 50,000'		5/8" FAS. 25,000'	3/4" No. 3 Com. 120,000'	
4/4" No. 1 C&S. 36,000'	3/4" FAS. 50,000'		3/4" FAS. 22,000'	4/4" No. 3 Com. 150,000'	
5/4" No. 1 C&S. 15,000'	4/4" FAS. 16,000'		1/4" No. 1 C&S. 22,000'	8/4" No. 3 Com. 10,000'	
6/4" No. 1 C&S. 10,000'	5/4" FAS. 30,000'		3/8" No. 1 C&S. 80,000'	3/4" Sd. Wormy 14,000'	HICKORY
8/4" No. 1 C&S. 60,000'	6/4" FAS. 95,000'		1/2" No. 1 C&S. 45,000'	4/4" Sd. Wormy 125,000'	
	8/4" FAS. 40,000'		5/8" No. 1 C&S. 150,000'		
	10/4" FAS. 50,000'		3/4" No. 1 C&S. 25,000'	PANTHERBURN CYPRESS	
	4/4" No. 1 C&S. 10,000'		4/4" No. 1 C&S. 5,000'	5/4" FAS. 4-12" 75,000'	PLAIN BLACK GUM
	5/4" No. 1 C&S. 35,000'			10/4" FAS. 4-12" 50,000'	
	6/4" No. 1 C&S. 75,000'			12/4" FAS. 4-12" 60,000'	
	10/4" No. 1 C&S. 20,000'			4/4" FAS. 13-17" 60,000'	
				5/4" FAS. 13-17" 40,000'	
				10/4" FAS. 13-17" 10,000'	POPLAR
				4/4" FAS. 18" up. 35,000'	
				5/4" FAS. 18" up. 21,000'	
				4/4" Selects 60,000'	
				5/4" Selects 40,000'	
				6/4" Selects 115,000'	HACKBERRY
				12/4" Selects 13,000'	
				4/4" Shop 100,000'	
				6/4" Shop 30,000'	
				8/4" Shop 30,000'	
				5/4" No. 1 Com. 45,000'	LOCUST
				6/4" No. 1 Com. 125,000'	
				1/2" No. 2 Com. 15,000'	
				1x12" No. 2 Com. 20,000'	
				6/4" No. 2 Com. 30,000'	
				8/4" No. 2 Com. 24,000'	SYCAMORE
				4/4" Boxings 150,000'	
				5/4" Boxings 11,000'	
				6/4" Boxings 40,000'	
				4/4" Pecky 175,000'	
				1x6" Pecky 12,000'	CYPRESS SHINGLES
				1x12" Pecky 125,000'	
					MAPLE
				4/4" Log Run 11,000'	
				6/4" Log Run 12,600'	

It is understood that our stocks are constantly changing by reason of manufacture and shipment. We are prepared to surface one or two sides

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

MANUFACTURERS *and* WHOLESALERS

B A N D S A W N

Southern Hardwoods

Mills—Allen, Miss.

Oakdale, La.

Poston, S. C.

PRODUCING FORTY MILLION FEET A YEAR

Hardwood Headquarters, Memphis, Tenn.

218 BANK OF COMMERCE BUILDING

LOUISIANA RED CYPRESS COMPANY

MARINETTE

WISCONSIN

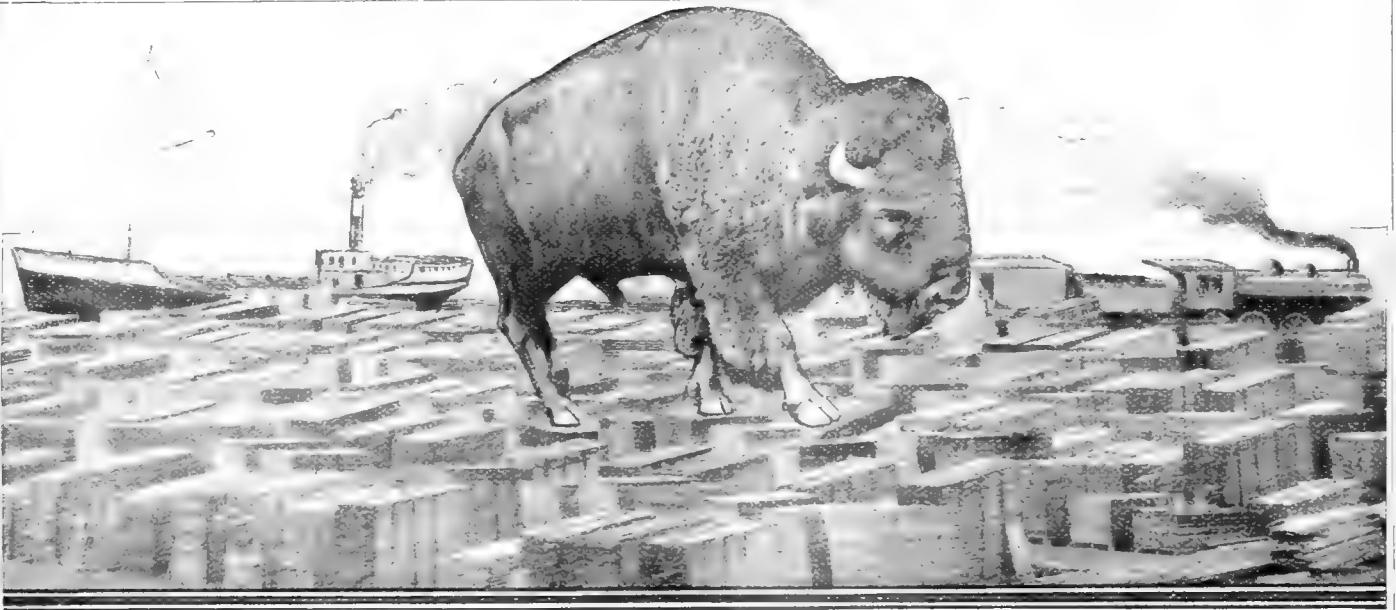
Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

HARD MAPLE

Thoroughly Dry

4/4	No. 1 Common & Better.....	675M
4/4	No. 1 & 2 Common.....	600M
4/4	Selected White	50M
4/4	No. 3 Common	750M
5/4	No. 1 Common & Better.....	300M
5/4	No. 1 & 2 Common.....	275M
5/4	No. 2 Common	150M
5/4	No. 3 Common	375M
6/4	No. 1 Common & Better.....	525M
6/4	No. 1 & 2 Common.....	310M
6/4	No. 2 Common	75M
6/4	No. 3 Common	600M
8/4	No. 1 Common & Better.....	400M
8/4	No. 1 & 2 Common.....	470M
8/4	No. 2 Common	150M
8/4	No. 3 Common	300M
10/4	No. 1 & Better.....	150M
12/4	No. 1 & Better.....	200M
14/4	No. 1 & Better.....	75M
16/4	No. 1 & Better.....	100M

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



Buy and sell Hardwoods in Buffalo
 where 60 to 70,000,000 feet are carried at
 all times. Shipments can move quickly to
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Specialties: Cherry, Walnut & Pacific Coast Woods

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NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.
HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK

Our Specialty: West Virginia and Pennsylvania Cherry

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TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

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HARDWOODS OF ALL KINDS

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ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.
Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qld. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres

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T. H. Wall, Vice-Pres

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.
EVERYTHING IN HARDWOODS

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Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT

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SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

SOUTH BEND firms are recognized as having been built on conservative, sound lines. The distinctive advantages of South Bend, its seven railroads, its unusual mail, 'phone and wire facilities, constitute a real service for the buyer. His order placed with South Bend firms, can and will be correctly shipped and followed through with personal attention right into his shop and with a high standard of business ethics governing every detail of the transaction.

The Powell-Myers Lumber Co.

MANUFACTURERS

Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension

RED and SAP GUM

The Soft Delta Kind. All thickness and grades.
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The Hyde Lumber Co.

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of

HARDWOOD LUMBER

MILLS AND YARDS IN TENNESSEE

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

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Northern and Southern Hardwoods

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

The E & W Lumber Company

NORTHERN and SOUTHERN

HARDWOODS

MILL: EDWARDSBURG, MICHIGAN

The Woodruff-Powell Lumber Co.

SPECIALIZING IN

POPLAR and WALNUT

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

Concentrating Yards:

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HEAVY OAK IS OUR SPECIALTY

H. A. HOOVER

Manufacturer and Wholesaler

Northern and Southern Hardwoods

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St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND

SOUTH BEND, INDIANA

HARDWOODS AND YELLOW PINE

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods

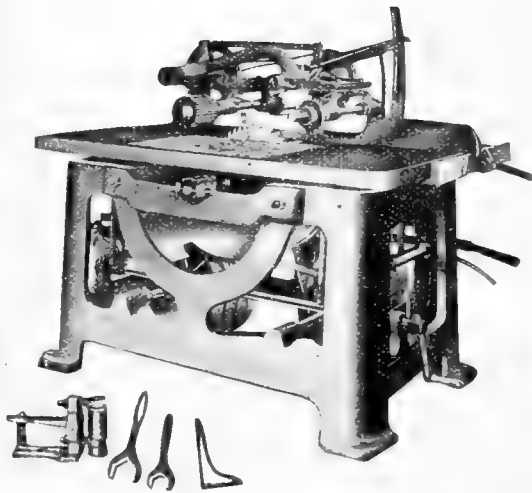
BAND MILL, LAPORTE, INDIANA

→ For Greatest Range of Uses ←

and

Easiest Handling

buy the



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Hoosier Self-Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

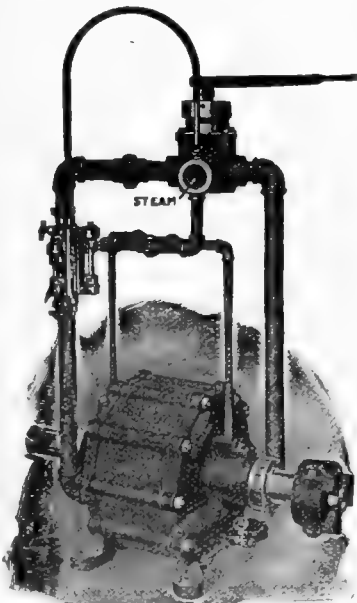
The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured Exclusively by

THE SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA



On the
SAWYER
depends the getting out of lumber at least cost.

Give him a
SOULE
STEAM-FEED
and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS

Box 352

MERIDIAN, MISS.

Barr-Holaday Lumber Company

MANUFACTURERS OF HIGH GRADE
Southern Hardwoods

Main Office.....Greenfield, Ohio

Band MillLouise, Mississippi

Branch Office. Indianapolis, Indiana

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK
4/4" No. 1 Common.... 3 cars
5/4" No. 1 Common.... 1 car
QUARTERED RED OAK
4/4" No. 1 Com. & Btr. 4 cars
5/4" No. 1 Common.... 1 car

PLAIN RED OAK
5/8" No. 1 Com. & Btr. 1 car
4/4" No. 1 Com. & Btr. 3 cars
10/4" No. 1 Com. & Btr. 1 car
4/4" No. 1 & No. 2 C... 2 cars
5/4" No. 1 & No. 2 C... 4 cars
6/4" No. 1 & No. 2 C... 4 cars
8/4" No. 1 & No. 2 C... 2 cars
10/4" No. 1 & No. 2 C... 2 cars

HICKORY
8/4" No. 2 Com. & Btr. 2 cars
10/4" No. 2 Com. & Btr. 1 car
8/4" No. 2 Common.... 1 car

PLAIN MIXED OAK
3/4" No. 2 Common.... 1 car
3/4" Sound Wormy 2 cars
4/4" Sound Wormy 5 cars
5/4" Sound Wormy 3 cars
6/4" Sound Wormy 1 car

QTD. & PLAIN RED GUM
4/4" No. 2 Common.... 2 cars
5/4" No. 2 Common.... 2 cars

QUARTERED SAP GUM
6/4" No. 1 Com. & Btr. 2 cars
8/4" No. 1 Com. & Btr. 2 cars
QTD. & PLAIN BLACK GUM
4/4" No. 1 Com. & Btr. 4 cars

ELM
10/4" No. 2 Com. & Btr. 1 car
12/4" No. 2 Com. & Btr. 2 cars
6/4" No. 2 Common.... 3 cars

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER

VENEERS



MEMPHIS

WHITE ASH

	W. 1st	1st	Med.	New Or.
4 1/2" FAS	6-9"	8-10"	10,000'	35,000'
4 1/2" FAS	6-9"	8-16"	18,500'	65,000'
4 1/2" FAS	6-9"	8-16"	11,500'	11,500'
4 1/2" FAS	6-9"	8-16"	2,000'	2,000'
4 1/2" FAS	6-9"	8-16"	14,600'	24,500'
4 1/2" FAS	6-9"	8-16"	15,500'	22,400'
4 1/2" FAS	6-9"	8-16"	45,000'	125,000'
4 1/2" FAS	6-9"	8-16"	88,500'	36,900'
4 1/2" FAS	6-9"	8-16"	72,000'	45,300'
4 1/2" FAS	6-9"	8-16"	4,000'	4,000'
4 1/2" FAS	6-9"	8-16"	24,000'	24,000'
4 1/2" FAS	6-9"	8-16"	12,500'	16,900'
4 1/2" FAS	6-9"	8-16"	5,000'	10,800'
4 1/2" FAS	6-9"	8-16"	6,500'	15,200'
4 1/2" FAS	6-9"	8-16"	10,800'	35,000'
4 1/2" FAS	6-9"	8-16"	12,500'	8,500'
4 1/2" FAS	6-9"	8-16"	5,000'	5,500'

Will Quote Attractive Prices Upon Request

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

QUARTERED WHITE OAK	10 1/4" Log Run	85,000'
1 1/2" FAS	ELM	
1 1/2" No 1 Common	12 1/4" Log Run	108,000'
4 1/2" No 2 Common	10 1/4" Log Run	81,000'
5 1/4" FAS	5 1/4" Log Run	50,000'
1 1/2" No 1 Common	4 1/4" Log Run	24,000'
6 1/4" FAS	MAPLE	
6 1/4" No 1 Common	10 1/4" Log Run	65,000'
8 1/4" FAS	8 1/4" Log Run	30,000'
8 1/4" No 1 Common	4 1/4" Log Run	20,000'
QUARTERED RED OAK	ASH	
4 1/2" FAS	16 1/4" Com. & Btr.	30,000'
4 1/2" No 1 Common	12 1/4" Com. & Btr.	92,000'
PLAIN RED OAK	10 1/4" Com. & Btr.	30,000'
3 1/4" FAS	8 1/4" Com. & Btr.	73,000'
4 1/4" Com & Btr.	8 1/4" No 2 Common	14,000'
4 1/4" Sound Wormy	6 1/4" Com. & Btr.	25,000'
5 1/4" Com. & Btr.	6 1/4" No 2 Common	15,000'
8 1/4" No 1 Common	5 1/4" No 1 & No 2 Com.	33,000'
SYCAMORE	4 1/4" No 1 Common	38,000'
4 1/2" Log Run	4 1/4" No 2 Common	45,000'
6 1/4" Log Run	4 1/4" No 3 Common	17,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.
Band Mill—BUDE, MISS.

General Sales Offices
1524 Exchange Bldg., MEMPHIS, TENN.
Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

COTTONWOOD	QUARTERED SAP GUM
4 1/2" BB 6 1/2" 8 mo. 2 cars	8 1/4" Com & Btr. 6 mo. 4 cars
1 1/2" BB 12 1/2" 8 mo. 2 cars	TUPELO
1 1/2" FAS 6 1/2" 8 mo. 3 cars	4 1/4" FAS 12 mo. 3 cars
1 1/2" No 1 Com. 8 mo. 4 cars	4 1/4" No 1 Com. 12 mo. 5 cars
1 1/2" FAS 8 mo. 1 car	PLAIN RED OAK
5 1/4" No 1 Com. 8 mo. 5 cars	5 1/4" No 1 Com. 12 mo. 4 cars
PLAIN RED GUM	SYCAMORE
4 1/2" No 1 Com. 6 mo. 1 car	10 1/4" Com. & Btr. 12 mo. 2 cars
5 1/4" No 1 Com. 9 mo. 2 cars	MAPLE
QUARTERED RED GUM	8 1/4" Log Run 12 mo. 1 car
6 1/4" No 1 Com. 6 mo. 1 car	10 1/4" Log Run 12 mo. 1 car
8 1/4" Com & Btr. 6 mo. 5 cars	CYPRESS
PLAIN SAP GUM	8 1/4" FAS 8 mo. 1 car
4 1/2" FAS 1 mo. 3 cars	8 1/4" Select 8 mo. 1 car
1 1/2" No 1 Com. 10 mo. 8 cars	8 1/4" No 1 Shop 8 mo. 1 car
1 1/2" No 2 Com. 10 mo. 2 cars	4 1/4" No 1 S. of 8 mo. 2 cars
1 1/2" FAS 12 mo. 5 cars	4 1/4" No 1 Com. 8 mo. 3 cars
1 1/2" FAS 12 mo. 1 car	
1 1/2" No 1 Com. 12 mo. 5 cars	

Johnson Bros. Hdwd. Co.

QUARTERED WHITE OAK	5 1/4" 1s & 2s	18,000'
5 1/8" No 1 Com. & Btr.	5 1/4" No 1 Com.	15,000'
4 1/4" 1s & 2s	6 1/4" No 1 Com.	75,000'
4 1/4" No 1 & No 2 Com	6 1/4" No 2 Common	250,000'
5 1/4" No 1 Com & Btr	QUARTERED SAP GUM	
6 1/4" No 1 Com. & Btr.	4 1/4" No 1 Com. & Btr.	18,000'
PLAIN WHITE OAK	6 1/4" No 1 Com. & Btr.	90,000'
5 1/8" No 1 Com. & Btr.	8 1/4" No 1 Com. & Btr.	30,000'
4 1/4" No 1 Common	PLAIN RED GUM	
4 1/4" 1s & 2s	4 1/4" No 1 Com. & Btr.	18,000'
4 1/4" No 1 & No 2 Com	6 1/4" No 1 Common	45,000'
5 1/4" No 1 Com & Btr	QUARTERED RED GUM	
6 1/4" No 1 Com. & Btr.	4 1/4" No 1 Com. & Btr.	18,000'
PLAIN RED OAK	5 1/4" No 1 Com. & Btr.	75,000'
3 1/4" No 1 & No 2 Com	6 1/4" No 1 Common	50,000'
4 1/4" No 1 & No 2 Com	8 1/4" No 1 Com. & Btr.	30,000'
5 1/4" Step Plank	MIXED OAK	
5 1/4" No 1 Common	5 1/8" No 3	100,000'
PLAIN SAP GUM	3 1/4" No 3	25,000'
5 1/8" No 1 Com. & Btr.	4 1/4" No 3	75,000'
4 1/4" 1s & 2s	5 1/8" Sound Wormy	50,000'
4 1/4" Wide Box Bldg.	4 1/4" Sound Wormy	100,000'
4 1/4" Narrow Box Bldg.	3 1/4" Sound Wormy	35,000'

Brown & Hackney, Inc.

QUARTERED WHITE OAK	7 1/4" No 1 Common	50,000'
1 1/2" FAS	8 1/4" No 1 Common	40,000'
3 1/4" FAS	PLAIN RED OAK	
1 1/2" FAS	3 1/4" FAS	15,000'
1 1/2" No 1 Common	4 1/4" FAS	37,000'
3 1/4" No 1 Common	8 1/4" FAS	12,000'
1 1/2" No 1 Common	4 1/4" No 1 Common	75,000'
1 1/2" No 1 Common	5 1/4" No 1 Common	50,000'
5 1/8" No 1 Common	6 1/4" No 1 Common	22,000'
8 1/4" No 1 Common	4 1/4" No 2 Common	30,000'
QUARTERED RED OAK	BASSWOOD	
4 1/2" FAS	4 1/4" Log Run	56,000'
4 1/2" No 1 Common	12 1/4" Log Run	75,000'
4 1/4" No 2 Common	COTTONWOOD	
PLAIN WHITE OAK	1 1/2" 12" FAS	17,000'
4 1/2" FAS	1 1/2" 12" up FAS	7,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD	8 1/4" No 1 Com. 6 mo. 1 car
4 1/4" Com & Btr. 6 mo. 1 car	6 1/4" Com & Btr. 4 mo. 1 car
RED GUM	8 1/4" Log Run 6 mo. 1 car
5 1/8" Com & Btr. 6 mo. 1 car	
4 1/4" 1s & 2s 6 mo. 1 car	
4 1/4" No 1 Com. 6 mo. 5 cars	
SAP GUM	RED OAK
6 1/8" 1s & 2s 4 mo. 4 cars	4 1/4" 1s & 2s 6 mo. 4 cars
5 1/8" No 1 Com. 4 mo. 2 cars	4 1/4" No 1 Com. 6 mo. 5 cars
4 1/4" 1s & 2s 4 mo. 1 car	3 1/4" Com & Btr. 4 mo. 1 car
4 1/4" No 1 Com. 4 mo. 2 cars	WHITE OAK
QTD. RED GUM	4 1/4" 1s & 2s 6 mo. 2 cars
8 1/4" 1s & 2s 6 mo. 1 car	5 1/4" No 1 Com. 6 mo. 5 cars
	QTD WHITE OAK
	4 1/4" Com & Btr 6 mo. 1 car

J. H. Bonner & Sons

PLAIN RED OAK		COTTONWOOD	
8 1/2" FAS	1,600'	4 1/2" 8" & Water	16,000'
10 1/4" FAS	12,400'	QUARTERED RED GUM	
4 1/4" No. 1 Common	10,000'	6 1/4" No. 1 Common	18,000'
5 1/4" No. 1 Common	6,000'	QUARTERED SAP GUM	
6 1/4" No. 1 Common	15,100'	8 1/4" FAS	11,000'
8 1/4" No. 1 Common	16,700'	8 1/4" No. 1 Common	16,000'
10 1/4" No. 1 Common	20,200'	QUARTERED WHITE OAK	
12 1/4" South W. Pl.	11,000'	4 1/4" FAS	10,100'
14 1/4" South W. Pl.	12,700'	5 1/4" FAS	2,500'
16 1/4" No. 2 Common	1,000'	6 1/4" FAS	4,500'
18 1/4" No. 2 Common	1,700'	4 1/4" No. 1 Common	7,500'
19 1/4" No. 2 Common	6,000'	1 1/2" No. 2 Common	29,000'
PLAIN SAP GUM		5 1/4" No. 2 Common	5,500'
5 1/4" FAS	3,000'	6 1/4" No. 2 Common	8,000'
1 1/2" No. 1 Common	3,000'	POPLAR	
5 1/4" No. 1 Common	28,000'	4 1/4" No. 1 Common	60,000'
ASH		8 1/4" No. 1 Common	15,500'
4, 1-12 1" No. 2 C & B	2 cas	4 1/4" No. 2 Common	35,000'

Goodlander-Robertson Lumber Co.

HARDWOODS

MEMPHIS

PLAIN WHITE OAK	
1/2" FAS	2,000'
3/4" FAS	2,000'
4" No. 1 Common	43,000'
4" No. 2 Common	61,000'
4" No. 3 Common	101,000'
4" No. 4 Common	150,000'
PLAIN RED OAK	
1/2" FAS	66,000'
3/4" FAS	75,000'
4" No. 1 Common	60,000'
4" No. 2 Common	109,000'
4" No. 3 Common	183,000'
4" No. 4 Common	167,000'
4" No. 5 Common	78,000'
4" No. 6 Common	153,000'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

QUARTER SAWN SYCAMORE	
5/8" No. 2 Com. & Btr.	6,000'
4" No. 1 Com. & Btr.	27,000'
4" No. 2 Com. & Btr.	75,000'

PLAIN SAWN SYCAMORE	
5/8" No. 1 Com. & Btr.	100,000'
4" No. 1 Com. & Btr.	60,000'
4" No. 2 Com. & Btr.	200,000'
4" No. 1 Com. & Btr.	150,000'
10" No. 2 Com. & Btr.	75,000'

LOCUST	
4" Log Run	20,000'

HACKBERRY	
5" Log Run	100,000'

HICKORY	
6" Log Run	28,000'
8" Log Run	150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBORN SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension Lumber for Manufacturers of

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items
cut to order.

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street Postoffice Box 795

See Stock List Under Hardwoods For Sale

PLAIN WHITE OAK	
1" FAS	132,000'
1" No. 1 Common	101,000'
PLAIN RED OAK	
1" FAS	236,000'
PLAIN RED AND WHITE OAK	
4" No. 3 Common	232,000'
QUARTERED RED GUM	
1" FAS	96,000'
5/4" No. 1 Common	121,000'
PLAIN RED GUM	
4" No. 1 Common	77,000'
PLAIN SAP GUM	
1" FAS	222,000'
1" No. 1 Common	103,000'
1" No. 2 Common	131,000'
1" No. 3 Common	111,000'
1" No. 4 Common	81,000'
1" No. 5 Common	215,000'
QUARTERED SAP GUM	
1" FAS	175,000'
1" No. 1 Common	60,000'
1" No. 2 Common	67,000'
ASH	
1" Log Run	100,000'
ELM	
4" Log Run	81,000'
CYPRESS	
4" Log Run	207,000'

Kellogg Lumber Co.

QUARTERED RED OAK	
1/4" 1s & 2s	2 cars
1/4" No. 1 Common	5 cars
1/4" No. 2 Common	4 cars
1/4" 1s & 2s, 10" & up	1 car
5/4" 1s & 2s	2 cars
5/4" No. 1 Common	2 cars
5/4" No. 2 Common	1 car
6/4" No. 2 Common	1 car
8" No. 1 Common	1 car
4" Strips, 2-5 1/2"	3 cars
QUARTERED WHITE OAK	
5/4" No. 1 Common	1 car
5/4" No. 2 Common	1 car
6/4" No. 1 Common	1/3 car
6/4" No. 2 Common	1/3 car
8" No. 1 Common	1/2 car
4" No. 1 Common	5 cars
4" No. 2 Common	5 cars
PLAIN SAP GUM	
4" 1s & 2s	3 cars
4" 1s & 2s, 13" & up	2 cars
5/4" 1s & 2s, 13" & up	2 cars
5/4" 1s & 2s, 13" & up, 1 car	
4" No. 1 Common	2 cars
4" No. 2 Common	5 cars
QUARTERED RED GUM	
8" No. 1 Common	1 car
6" No. 1 Common	2 cars
5" No. 1 Common	2 cars
4" No. 1 Common	2 cars
4" 1s & 2s	1 car
PL. RED GUM, FIG'D WOOD	
1" 1s & 2s	1 car
QTD. RED GUM, FIG'D WOOD	
8" 1s & 2s	1 car

The Frank A. Conkling Co.

ASH	
1" 5/4-6/4" No. 2 Com.	1 car
COTTONWOOD	
1" FAS	2 cars
CYPRESS	
1" No. 1 Common	1 car
SAP GUM	
1" Box Bds., 9-12"	2 cars
4" Box Bds., 13-17"	3 cars
4" No. 1 Common	2 cars
4" No. 2 Common	1 car
PLAIN RED OAK	
1" No. 1 Common	3 cars
5" No. 1 Common	1 car
6" No. 1 Common	1 car
PLAIN WHITE OAK	
5" 8" FAS	1 car
5" 4" FAS	1 car
1" No. 1 Common	2 cars
5" No. 1 Common	1 car
ASH	
6" No. 1 Common	1 car
1" No. 2 Common	2 cars
QUARTERED WHITE OAK	
5" 8" FAS	1 car
5" 4" FAS	1 car
6" FAS	2 cars
8" FAS	1 car
5" No. 1 Common	2 cars
4" No. 1 Common	4 cars
5" No. 1 Common	3 cars
6" No. 1 Common	3 cars
8" No. 1 Common	1 car
4" No. 2 Common	1 car
5" No. 2 Common	1 car
6" No. 2 Common	1 car
OAK	
4" Sound Wormy	3 cars
POPLAR	
4" No. 2 Common	2 cars
SYCAMORE	
5" Log Run	1 car

Dickson & Lambert Lumber Co.

ASH	
4" FAS	50,000'
4" No. 1 Common	100,000'
5" No. 2 Common	10,000'
8" Com. & Btr.	50,000'
12" Com. & Btr.	20,000'
COTTONWOOD	
1" Box Bds.	10,000'
1" FAS	10,000'
1" No. 1 Common	10,000'
PLAIN SAP GUM	
4" FAS	30,000'
4" No. 1 Common	100,000'
5" FAS	10,000'
5" No. 1 Common	10,000'
8" FAS	10,000'
8" No. 1 Common	10,000'
QUARTERED SAP GUM	
1" No. 1 Common	10,000'
5" Com. & Btr.	40,000'
8" Com. & Btr.	60,000'
8" No. 2 Common	40,000'
CYPRESS	
4" No. 1 Shop	30,000'
4" No. 1 Common	100,000'
1" No. 1 Common	100,000'
8" 10" & 12" wide	200,000'
1" No. 2 Common	100,000'
5" No. 1 Shop	40,000'
5" No. 1 Common	100,000'
SYCAMORE	
5" Com. & Btr.	30,000'
8" No. 2 Common	200,000'
PLAIN RED AND WHITE OAK	
4" No. 3	150,000'

Chapman & Dewey Lbr. Co.

HARDWOODS

MEMPHIS

QUARTERED RED GUM	
5 1/2" FAS	14,000'
5 1/2" No. 1 Common	28,000'
8 1/2" No. 1 Com. & Btr.	15,000'
10 1/2" No. 1 Com. & Btr.	25,000'
PLAIN RED GUM	
4 1/2" FAS	12,000'
8 1/2" No. 1 Com. & Btr.	10,000'
QUARTERED SYP GUM	
1 1/2" No. 1 Com. & Btr.	5,000'
5 1/2" No. 1 Com. & Btr.	21,000'
8 1/2" No. 1 Com. & Btr.	20,000'
PLAIN SYP GUM	
4 1/2" Box Boards, 11-17"	50,000'
4 1/2" Box Boards, 9-10"	30,000'
1 1/2" FAS	75,000'
4 1/2" No. 1 Common	105,000'
5 1/2" FAS 15" & up	50,000'
5 1/2" FAS	151,000'
5 1/2" No. 1 Common	77,000'

4 1/2" No. 2 Common	54,000'
5 1/2" No. 2 Common	17,000'
8 1/2" No. 1 Com. & Btr.	215,000'
POPLAR	
1 1/2" No. 1 Com. & Btr.	46,000'
8 1/2" No. 1 Com. & Btr.	22,000'
4 1/2" No. 2 Common	31,000'
ASH	
5 1/2" No. 2 Com. & Btr.	9,000'
8 1/2" No. 2 Com. & Btr.	4,750'
12 1/2" No. 2 Com. & Btr.	2,500'
16 1/2" No. 2 Com. & Btr.	2,750'
HICKORY	
6 1/2" No. 2 Com. & Btr.	42,000'
10 1/2" No. 2 Com. & Btr.	10,000'
PLAIN BLACK GUM	
4 1/2" No. 2 Com. & Btr.	8,000'
8 1/2" No. 2 Com. & Btr.	50,000'
QUARTERED BLACK GUM	
8 1/2" No. 2 Com. & Btr.	22,000'
ELM	
4 1/2" Log Run	12,000'
12 1/2" Log Run	55,000'

Ferguson & Palmer Company

QUARTERED WHITE OAK	
3 1/4" No. 1 Com. & Btr.	12,000'
4 1/4" No. 1 Common	85,000'
4 1/4" No. 2 Common	70,000'
4 1/4" No. 3 Common	15,000'
5 1/4" No. 2 Common	15,000'
6 1/4" No. 2 Common	45,000'
QUARTERED RED GUM	
4 1/4" No. 1 Common	85,000'
5 1/4" No. 1 Common	30,000'
6 1/4" 1s & 2s	45,000'
6 1/4" No. 1 Common	70,000'
8 1/4" 1s & 2s	11,000'
QTD. RED GUM, S. N. D.	
5 1/4" 1s & 2s	100,000'

6 1/4" No. 1 Com. & Btr.	15,000'
8 1/4" No. 1 Com. & Btr.	17,000'
PLAIN RED GUM	
6 1/4" 1s & 2s	15,000'
6 1/4" No. 1 Common	75,000'
6 1/4" No. 2 Common	20,000'
PLAIN SYP GUM	
4 1/4" Box Boards, 13-17"	15,000'
5 1/4" No. 3 Common	200,000'
6 1/4" No. 1 Common	130,000'
6 1/4" No. 2 Common	130,000'
PLAIN OAK	
11 1/4" 1s & 2s (White)	15,000'
11 1/4" No. 1 Com. (White)	30,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

PLAIN RED OAK	
4 1/4" 1s & 2s	50,000'
4 1/4" Nos. 1 & 2 Com.	50,000'
4 1/4" No. 1 Common	65,000'
4 1/4" Sound Werny	50,000'
PLAIN WHITE OAK	
4 1/4" 1s & 2s	25,000'
4 1/4" Nos. 1 & 2 Com.	25,000'
QUARTERED WHITE OAK	
4 1/4" 1s & 2s	10,000'
4 1/4" No. 1 Common	25,000'
4 1/4" No. 2 Common	15,000'
PLAIN RED GUM	
3 1/4" No. 1 Com. & Btr.	15,000'
4 1/4" No. 1 Common	50,000'
5 1/4" No. 1 Com. & Btr.	15,000'
4 1/4" Box Boards, 13-17"	25,000'
PLAIN SYP GUM	
4 1/4" 1s & 2s	50,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

WHITE ASH	
1" 1s & 2s	65,000'
5 1/4" 1s & 2s	18,000'
6 1/4" 1s & 2s	10,000'
8 1/4" 1s & 2s	100,000'
10 1/4" 1s & 2s	60,000'
12 1/4" 1s & 2s	30,000'
13 1/4" 1s & 2s	21,000'
16 1/4" 1s & 2s	13,000'
8 1/4" Com. & Btr.	200,000'
10 1/4" Com. & Btr.	136,000'
12 1/4" Com. & Btr.	60,000'
13 1/4" Com. & Btr.	30,000'
16 1/4" Com. & Btr.	30,000'

1 1/2" No. 1 Common	195,000'
3 1/4" No. 1 Common	61,000'
6 1/4" No. 1 Common	40,000'
8 1/4" No. 1 Common	158,000'
10 1/4" No. 1 Common	50,000'
12 1/4" No. 1 Common	20,000'
16 1/4" No. 1 Common	13,000'
4 1/4" No. 2 Common	50,000'
5 1/4" No. 2 Common	150,000'
6 1/4" No. 2 Common	18,000'
8 1/4" No. 2 Common	50,000'
10 1/4" No. 2 Common	19,000'
12 1/4" No. 2 Common	10,000'
16 1/4" No. 2 Common	10,000'

Thompson-Katz Lbr. Co.

ASH	
8 1/4" Log Run	2 cars
15 1/4" FAS No. 1 Common	2 cars
15 1/4" FAS No. 2 Common	1 car
15 1/4" FAS No. 1 Common	2 cars
15 1/4" FAS No. 2 Common	2 cars
BEECH	
4 1/4" Log Run	1 or 2 cars
(25% FAS, 30% No. 1 Common)	2 cars
25% No. 2 Common	2 cars
COTTONWOOD	
4 1/4" FAS (BB Included)	1 car
BLACK GUM	
5 1/4" No. 1 Com. & Btr.	1 car
PLAIN SYP GUM	
1 1/2" FAS 1s & 2s	1 car
4 1/4" FAS	3 cars
QTD. RED GUM, SND	
8 1/4" No. 1 Com. & Sel.	2 cars
8 1/4" FAS	1 car
PLAIN WHITE OAK	
6 1/4" No. 1 Com. & Btr.	1 1/2 cars
8 1/4" No. 1 Com. & Sel.	1 car
6 1/4" No. 1 Com. & Sel.	1 car
4 1/4" No. 1 Com. & Sel.	5 cars
5 1/4" No. 1 Com. & Sel.	2 cars
QUARTERED WHITE OAK	
4 1/4" No. 1 Common	1 car
5 1/4" No. 1 Common	1 car
6 1/4" No. 1 Common	1 car
5 1/4" FAS	1 car
SYCAMORE	
4 1/4" No. 2 C. & Btr.	1 or 2 cars
8 1/4" No. 2 C. & Btr.	1 or 2 cars

LOUISIANA RED CYPRESS CO.

ASH	
4 1/4" FAS	19,000'
4 1/4" No. 1 Common	24,000'
4 1/4" No. 2 Common	16,500'
5 1/4" FAS	22,000'
5 1/4" No. 1 Common	57,000'
5 1/4" No. 2 Common	17,200'
6 1/4" FAS	11,000'
6 1/4" No. 1 Common	80,000'
8 1/4" No. 1 Com. & Btr.	135,000'
10 1/4" No. 1 Com. & Btr.	12,000'
12 1/4" No. 1 Com. & Btr.	22,500'
CYPRESS	
4 1/4" FAS	78,000'
4 1/4" Select	64,800'
4 1/4" No. 1 Shop	72,400'
5 1/4" FAS	19,000'
5 1/4" Select	27,600'
5 1/4" No. 1 Shop	32,400'
8 1/4" FAS	52,700'
8 1/4" Select	46,400'
POPLAR	
4 1/4" FAS	15,000'
4 1/4" FAS SND	22,000'
4 1/4" No. 1 Common	
4 1/4" No. 1 Common	95,000'
5 1/4" No. 1 Common	39,000'
6 1/4" No. 1 Common	17,000'
TENNESSEE RED CYPRESS	
4 1/4" No. 1 Com. & Btr.	90,000'
PLAIN WHITE OAK	
4 1/4" FAS	22,000'
4 1/4" No. 1 Common	53,000'
6 1/4" No. 1 Common	52,000'
8 1/4" FAS	17,000'
8 1/4" No. 1 Common	31,000'
PLAIN RED OAK	
1 1/4" FAS	21,000'
4 1/4" No. 1 Common	15,000'
5 1/4" No. 1 Common	65,000'
6 1/4" No. 1 Common	75,000'
8 1/4" FAS	25,000'
8 1/4" No. 1 Common	37,000'
QUARTERED WHITE OAK	
4 1/4" Clear Strips	22,000'
4 1/4" No. 1 Common	38,000'
5 1/4" No. 1 Common	48,000'
6 1/4" FAS	10,000'
6 1/4" No. 1 Common	11,000'

Welsh Lumber Company

ASH	
5 1/4" FAS	30,000'
5 1/4" No. 1 Common	45,000'
5 1/4" No. 2 Common	35,000'
6 1/4" No. 1 Common	14,000'
8 1/4" No. 1 Com. & Btr.	90,000'
COTTONWOOD	
4 1/4" FAS	20,000'
5 1/4" FAS	100,000'
5 1/4" No. 1 Common	100,000'
PLAIN SYP GUM	
5 1/8" No. 1 Com. & Btr.	30,000'
3 1/4" FAS	50,000'
3 1/4" No. 1 Common	50,000'
5 1/4" No. 1 Com. & Btr.	60,000'
6 1/4" No. 1 Com. & Btr.	35,000'
8 1/4" No. 1 Com. & Btr.	200,000'
QUARTERED SYP GUM	
4 1/4" No. 1 Com. & Btr.	75,000'
5 1/4" No. 1 Com. & Btr.	
5 1/4" No. 1 Com. & Btr.	45,000'
6 1/4" No. 1 Com. & Btr.	30,000'
8 1/4" No. 1 Com. & Btr.	72,000'
QUARTERED RED GUM	
1 1/4" No. 1 Com. & Btr.	60,000'
6 1/4" No. 1 Com. & Btr.	50,000'
8 1/4" No. 1 Com. & Btr.	35,000'
PLAIN RED OAK	
1 1/4" FAS	30,000'
4 1/4" No. 1 Common	75,000'
5 1/4" No. 1 Common	110,000'
8 1/4" FAS	10,000'
8 1/4" No. 1 Common	17,000'

Grismore-Hyman Co.

WHITE ASH

4 1/2" FAS	1 car
5 1/2" FAS, 10" & up	1 car
6 1/2" FAS 1s & 2s	1 car
4 1/2" FAS, Regular	2 cars
5 1/2" FAS R	2 cars
6 1/2" FAS R	2 cars
8 1/2" FAS R	2 cars
4 1/2" No. 1 Com. & Btr.	3 cars
5 1/2" No. 1 Com. & Btr.	2 cars
6 1/2" No. 1 Com. & Btr.	2 cars
8 1/2" No. 1 Com. & Btr.	4 cars
10 1/2" No. 1 Com. & Btr.	2 cars
12 1/2" No. 1 Com. & Btr.	2 cars
14 1/2" No. 1 Com. & Btr.	2 cars
16 1/2" No. 1 Com. & Btr.	2 cars
18 1/2" No. 1 Com. & Btr.	2 cars
20 1/2" No. 1 Com. & Btr.	2 cars
22 1/2" No. 1 Com. & Btr.	2 cars
24 1/2" No. 1 Com. & Btr.	2 cars
26 1/2" No. 1 Com. & Btr.	2 cars
28 1/2" No. 1 Com. & Btr.	2 cars
30 1/2" No. 1 Com. & Btr.	2 cars
32 1/2" No. 1 Com. & Btr.	2 cars
34 1/2" No. 1 Com. & Btr.	2 cars
36 1/2" No. 1 Com. & Btr.	2 cars
38 1/2" No. 1 Com. & Btr.	2 cars
40 1/2" No. 1 Com. & Btr.	2 cars
42 1/2" No. 1 Com. & Btr.	2 cars
44 1/2" No. 1 Com. & Btr.	2 cars
46 1/2" No. 1 Com. & Btr.	2 cars
48 1/2" No. 1 Com. & Btr.	2 cars
50 1/2" No. 1 Com. & Btr.	2 cars
52 1/2" No. 1 Com. & Btr.	2 cars
54 1/2" No. 1 Com. & Btr.	2 cars
56 1/2" No. 1 Com. & Btr.	2 cars
58 1/2" No. 1 Com. & Btr.	2 cars
60 1/2" No. 1 Com. & Btr.	2 cars
62 1/2" No. 1 Com. & Btr.	2 cars
64 1/2" No. 1 Com. & Btr.	2 cars
66 1/2" No. 1 Com. & Btr.	2 cars
68 1/2" No. 1 Com. & Btr.	2 cars
70 1/2" No. 1 Com. & Btr.	2 cars
72 1/2" No. 1 Com. & Btr.	2 cars
74 1/2" No. 1 Com. & Btr.	2 cars
76 1/2" No. 1 Com. & Btr.	2 cars
78 1/2" No. 1 Com. & Btr.	2 cars
80 1/2" No. 1 Com. & Btr.	2 cars
82 1/2" No. 1 Com. & Btr.	2 cars
84 1/2" No. 1 Com. & Btr.	2 cars
86 1/2" No. 1 Com. & Btr.	2 cars
88 1/2" No. 1 Com. & Btr.	2 cars
90 1/2" No. 1 Com. & Btr.	2 cars
92 1/2" No. 1 Com. & Btr.	2 cars
94 1/2" No. 1 Com. & Btr.	2 cars
96 1/2" No. 1 Com. & Btr.	2 cars
98 1/2" No. 1 Com. & Btr.	2 cars
100 1/2" No. 1 Com. & Btr.	2 cars

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

Partial List Dry Stock

PLAIN SAP GUM		PLAIN RED GUM	
6 1/4" FAS	2 cars	6 1/4" No. 1 Common	1 car
QUARTERED SAP GUM		6 1/4" No. 1 Com. & Btr.	1 car
5 1/4" FAS	2 cars	ELM	
4 1/4" FAS	3 cars	10 1/4" Log Run	1 car
4 1/4" No. 1 Common	4 cars	MAPLE	
PLAIN BLACK GUM		10 1/4" Log Run	1 car
6 1/4" No. 1 Com. & Btr.	1 car	CYPRESS	
QUARTERED RED GUM		5 1/4" FAS	1 car
8 1/4" No. 1 Com. & Btr.	5 cars	6 1/4" FAS	2 cars
6 1/4" No. 1 Com. & Btr.	1 car	8 1/4" FAS	2 cars
		PLAIN RED GUM, S. N. D.	
		10 1/4" FAS	1 car

Stillions-Mingea Lumber Co.

Mill: Rome, Miss. Sales Office: Memphis, Tenn.

SAP GUM		5 1/4" FAS, 7 1/2" wide, 50'	11
5 1/8" FAS, Av. 10" wide, 50%		14-16", 3 mos. dry	
5 1/8" No. 1 Com., Av. 8" wide,		8 1/4" FAS, 7 1/2" wide, 50%	11
30% 14-16", 3 mos. dry		16", 5 mos. dry	
5 1/4" FAS, Av. 10" wide, 50%		8 1/4" No. 1 Com., 7 1/2" wide, 50%	
14-16", 8 mos. dry		10 1/4" C. & Btr., 7 1/2" wide, 50%	
5 1/4" No. 1 Com., Av. 8" wide,		14-16", 6 mos. dry	
50% 14-16", 8 mos. dry		QUARTERED GUM, SND	
QUARTERED RED GUM		4 1/4" C. & Btr., 7 1/2" wide, 50%	
4 1/4" FAS, Av. 7 1/2" wide, 50%		14-16", 4 mos. dry	
14-16", 4 mos. dry		8 1/4" C. & Btr., 7 1/2" wide, 50%	
4 1/4" No. 1 C., 7 1/2" wide, 50%		14-16", 5 mos. dry	
5 1/4" FAS, 7 1/2" wide, 50%		10 1/4" C. & Btr., 7 1/2" wide, 50%	
16", 6 mos. dry		14-16", 6 mos. dry	

Chicago Lumber & Coal Co.

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MAIN OFFICE.....St. Louis, Mo.
CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

ASH		PLAIN BLACK GUM	
4 1/4" No. 1 Common	2,500'	4 1/4" Log Run	30,000'
5 1/4" No. 2 & No. 3 Com.	40,000'	4 1/4" 1s & 2s	15,000'
CHERRY		8 1/4" 1s & 2s	5,000'
4 1/4" Log Run	500'	8 1/4" No. 1 Com. & Btr.	50,000'
ELM		10 1/4" No. 1 Com. & Btr.	50,000'
6 1/4" Log Run	1 car	12 1/4" No. 1 Com. & Btr.	5,000'
8 1/4" Log Run	1 car	4 1/4" No. 1 Common	50,000'
12 1/4" Log Run	2 cars	HICKORY	
RED GUM		6 1/4" Log Run	12,000'
5 1/4" No. 1 Com. & Btr.	5,000'	MAPLE	
6 1/4" No. 1 Com. & Btr.	5,000'	10 1/4" Log Run	22,000'
4 1/4" No. 1 Common	5,000'	QUARTERED WHITE OAK	
SAP GUM		4 1/4" 1s & 2s	15,000'
4 1/4" 1s & 2s	30,000'	5 1/4" 1s & 2s	2,000'
5 1/8" 1s & 2s	5,000'	6 1/4" 1s & 2s	2,000'
4 1/4" No. 1 Common	5,000'	8 1/4" 1s & 2s	4,000'
5 1/4" No. 1 Common	5,000'	4 1/4" No. 1 Common	50,000'
6 1/4" No. 1 Common	5,000'	5 1/4" No. 1 Common	3,000'
4 1/4" No. 2 Common	18,000'	6 1/4" No. 1 Common	60,000'
4 1/4" Box Boards, 13-17"	7,000'	8 1/4" No. 1 Common	2,000'
QUARTERED BLACK		4 1/4" Clear SND	12,000'
4 1/4" No. 1 Com. & Btr.	30,000'		

RUSH LUMBER CO.

CYPRESS		PLAIN RED OAK	
1 1/4" FAS	2 cars	4 1/4" FAS	3 cars
4 1/4" Selects	2 cars	4 1/4" No. 1 Common	2 cars
4 1/4" No. 1 Common	2 cars	4 1/4" No. 2 Common	5 cars
4 1/4" Pecky	2 cars	PLAIN RED GUM	
5 1/4" FAS	2 cars	1 1/4" FAS	2 cars
5 1/4" Selects	2 cars	1 1/4" No. 1 Common	2 cars
5 1/4" No. 1 Shop	1 car	4 1/4" FAS	2 cars
6 1/4" FAS	2 cars	5 1/4" FAS	2 cars
6 1/4" Selects	2 cars	5 1/4" No. 1 Shop	1 car
6 1/4" No. 1 Shop	1 car	8 1/4" FAS	2 cars
8 1/4" FAS	2 cars	8 1/4" No. 1 Shop	1 car
8 1/4" No. 1 Shop	1 car	8 1/4" No. 1 Common	1 car
8 1/4" No. 1 Common	1 car	8 1/4" No. 2 Common	1 car
PLAIN WHITE OAK			
1 1/4" FAS	6 cars		
1 1/4" No. 1 Common	12 cars		
1 1/4" No. 2 Common	1 car		

Thompson & deFenelon
HARDWOOD LUMBER

PLAIN WHITE OAK		PLAIN RED OAK	
1 1/4" No. 1 Common	1 car	1 1/4" No. 1 Common	1 car
PLAIN RED OAK		PLAIN RED OAK	
3/4" No. 1 Common	61,000'	1 1/4" No. 1 Common	1 car
4/1" No. 1 Common	271,000'	1 1/4" No. 1 Common	1 car
5/1" No. 1 Common	65,000'	1 1/4" No. 1 Common	1 car
1 1/4" No. 1 Common	271,000'	1 1/4" No. 1 Common	1 car
QUARTERED RED OAK		QUARTERED RED OAK	
4/1" Nos. 1 & 2 Common	331,000'	6 1/4" No. 3 Common	60,000'
4/4" No. 3 Common	190,000'	1 1/4" No. 1 Common	1 car
PLAIN RED OAK		PLAIN RED OAK	
12/4" Bridge Plank	80,000'	5/1" No. 1 Common	1 car
1 1/4" No. 1 Common	61,000'	5/1" No. 1 & 2 Common	7,000'
PLAIN RED GUM		PLAIN RED GUM	
1 1/4" No. 1 Common	113,000'	6/4" No. 1 & 2 Common	120,000'
4 1/4" No. 2 Common	133,000'	8/1" No. 1 & 2 Common	185,000'
PLAIN SAP GUM		PLAIN SAP GUM	
5 1/8" FAS	11,000'	6/4" No. 1 & 2 Common	11,000'
1 1/4" FAS	16,000'	8/1" No. 1 & 2 Common	111,000'
5 1/8" FAS	16,000'	8 1/2" No. 1 Common	58,000'
4 1/4" No. 1 Common	21,000'	1 1/4" No. 2 Common & Br.	58,000'
5 1/8" No. 1 Common	5,000'	1 1/4" No. 2 Common & Br.	58,000'

FOR QUICK SALE SOUTHERN HARDWOODS AT OUR MEMPHIS & LITTLE ROCK MILLS

4 4" FAS Qtd. White Oak.....	50M'
4 4" FAS Plain White Oak.....	50M'
5 4" FAS Qtd. White Oak.....	30M'
5 4" No. 1 Common Qtd. White Oak.....	30M'
5 4" FAS Plain White Oak.....	50M'
3 4x9" and wider No. 1 Com. Plain White Oak.....	50M'
5 4" No. 1 Common Plain White Oak.....	50M'
8 4" FAS Plain Red Oak.....	50M'
5 4" No. 2 Common Plain White Oak.....	50M'
4 4" FAS Qtd. Red Gum.....	40M'
5 4" FAS Qtd. Red Gum.....	30M'
8 4" FAS Qtd. Red Gum.....	65M'
6 4" No. 1 Common Qtd. Red Gum.....	30M'
8 4" No. 1 Common Qtd. Red Gum.....	75M'
4 4" FAS Qtd. Sap Gum.....	60M'
8 4" FAS Qtd. Sap Gum.....	50M'
8 4" No. 1 Common Qtd. Sap Gum.....	50M'
4 4" FAS Plain Sap Gum.....	90M'



E. L. Bruce Co.
MANUFACTURERS
MEMPHIS TENNESSEE

HARDWOOD LUMBER

Which is properly manufactured, containing exceptional widths and lengths, and thoroughly air-dried, is always scarce.

Add to this, the fact that there is much less than a normal supply of No. 1 C&B Hardwoods, and especially Birch, on hand at this time.

Isn't it a relief for you, Mr. Buyer, to find a mill that can furnish the best there is in lumber and give you immediate shipment on those items which you most desire?

**C. C. COLLINS
LUMBER CO.**
MANUFACTURERS
RHINELANDER, WISCONSIN

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For prompt shipment we offer the following band sawed, edged and trimmed quartered stock. It's all sawed from the log, not resawed, and it shows good figure.

5/8 1s & 2s.....	25,000'
5/8 No. 1 Common.....	85,000'
5/8 No. 2 Common.....	15,000'

We also offer the following
PLAIN SYCAMORE

5/8 1s & 2s.....	10,000'
5/8 No. 1 Common.....	50,000'
5/8 No. 2 Common.....	40,000'
4 4 No. 2 Common & Better..	16,000'
6 4 No. 2 Common & Better..	10,000'

WRITE OR WIRE FOR PRICES

NORTH VERNON LUMBER MILLS
NORTH VERNON, INDIANA

Bigelow
HARDWOOD PRODUCTS

Lower Michigan Hard Rock Maple

CHOICE THICK STOCK

5 4"—12" & wider, 8 to 16' FAS.....	20M
8 4"—12" & wider, 8 to 16' FAS.....	28M
8 4"—6" & wider, 8 to 16' FAS.....	57M
8 4"—6" & wider, 6 to 16' Selects.....	19M
10 4"—6" & wider, 8 to 16' FAS.....	30M
10 4"—6" & wider, 6 to 16' No. 1 C&B.....	150M
12 4"—6" & wider, 8 to 16' FAS.....	50M
12 4"—6" & wider, 6 to 16' No. 1 C&B.....	130M
14 4"—6" & wider, 6 to 16' No. 1 C&B.....	35M
16 4"—6" & wider, 6 to 16' No. 1 C&B.....	45M

HARDWOOD SPECIALISTS

The BIGELOW-COOPER CO.
Bay City, Michigan



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Vol. LII

CHICAGO, MARCH 10, 1922

No. 10

Review and Outlook

General Market Conditions

NOTHING OF GREAT MOMENT has characterized the past few weeks. Undeniable further improvement in fundamentals has apparently outweighed some further hesitation in hardwood buying as evidenced during this period. The interval since our last issue has contributed its bit to developing evidence of such improvement.

Of greatest import is the widespread improvement in the agricultural field, as marked essentially by rising prices for farm products and developing sales at better figures. The outstanding result is not entirely a matter of dollars and cents return, but rather the upbuilding of confidence in the agricultural regions. In this connection the implement people are getting a substantial ray of hope, both in the matter of immediate sales and future transactions. Regardless of the extent of this improvement, it holds great promise in the matter of lumber sales, as for some time past a great volume of lumber in small orders has been moving into many agricultural districts, and with development of better conditions among the farmers this should necessarily be expanded in future months.

The falling off in sales of hardwood lumber and veneers reflects most specifically developments in the furniture markets. A tardy reaction came from what was possibly a too optimistic attitude during and immediately following the January markets. Furniture orders were placed at and immediately after the markets to cover ordinary means and then, as might naturally be expected, there was a slight lull which, when carried back to the manufacturer, caused him to experience doubt as to the correctness of his early estimates.

The retailer having bought essentially for current demand was covered for but a limited period, and it has since developed that his sales have shown further increase, with the result that he is already beginning to manifest interest in further purchases.

In the meantime, though, the manufacturer experienced this reaction and in turn carried it on until it affected his purchase of hardwood lumber and veneers. With the evidence that the retailer will again get back into the market, and that he quite likely will require consistent purchases in future months, the temporary check which the manufacturer experienced, which he in turn passed onto the lumber and veneer man, will duly work out its course with the resumption of buying at an early date, if in fact, it is not already under way.

As the building season advances, the improvement continues to be more and more marked. The multitude of building projects is such as to give evidence of a real boom, but because of the absence

of the great number of large projects, the total does not appear as large as normal figures. The large percentage of residence construction offers, though, a favorable feature in the matter of hardwood sales, and while it can not be said that this year's building will conform absolutely to normal volume, it certainly will reflect a tremendous progress in the matter of residence construction both of apartments and dwellings.

While no great or outstanding feature marked the progress of the past month, it is a self-evident fact that apparently each week there is some additional reason for gaining confidence and HARDWOOD RECORD's past convictions still apparently hold, namely, that as the year progresses, each month will be marked by a slight additional progress over the preceding month until eventually a volume of business will have been reached comparing very favorably to what would ordinarily be accepted as normal.

With the agricultural district representing normally some forty per cent of the buying power of the country, it has all the time been obvious that until the situation in this district is righted, things will not progress satisfactorily. The improvement in the past couple of months has already shown a favorable reaction upon business in general, and as this improvement is apparently sound, it may fairly be anticipated it will advance further in the future.

The outstanding obstruction in the immediate future is the possibility of a coal strike. It is futile to attempt to say whether the promise is favorable or unfavorable; whether there will be a strike or not. But it is significant that non-union mines have been very busy, and in addition have taken over a considerable number of union men from other points. The retarding influence of a general coal strike needs no particular description. It would, indeed, be a misfortune were a strike to eventuate. Possibly the best procedure would be to reckon on the strike actually developing, thus playing safe. In event it does not materialize, so much the better.

This situation is closely linked with the position of the railroads and from two standpoints. In the first instance one of the unfavorable evidences having to do with railroad development is the consistently high wage level. It is conceded everywhere that this must be reduced before the railroads can hope for normal activity. The coal strike would obviously further involve the railroad situation, but in the meantime the roads are gradually extending their purchases, and if some fair and reasonable adjustment of wages might be effected their contribution to returning normal business would be very materially increased.

HARDWOOD RECORD is impressed by the fact that regardless of

local or temporary causes for improvement or reverses, fundamentals are actually righting themselves one by one, and if this procedure continues, the predictions of recent months will certainly materialize. In the meantime the future realization that these fundamentals are showing marked improvement is tending to rapidly eliminate general pessimism, and to substitute a developing degree of optimism, which fact in itself will contribute very largely to final favorable results.

Manufacturers Outline Confidence-Inspiring Program

IN THE MOST EARNEST GATHERING of hardwood lumbermen at which **HARDWOOD RECORD** has ever been represented, the members of the American Hardwood Manufacturers' Association enthusiastically and with practical unanimity accepted the proposal of the board of directors in the matter of carrying on vital association activity. After two days of hard work preceding the meeting, the directors appointed a committee for the purpose of drafting the ideas suggested and presenting these ideas to the body of the convention.

The proposal was so simple and logical as to have won a tremendous volume of support. The plan is, of course, merely in the form of a suggestion, its further development being left to a committee of nine. The convention can not be said to have specifically settled the future of the association, as the first duty of the committee is to determine whether or not the plan is possible, feasible and permissible. If it is, its details will then be worked out.

The significant part of the proposal, described in greater detail elsewhere in this issue, is that it is just as apparently for the benefit of the buyer as for the seller of hardwood lumber. His rights will be on a parallel with those of the hardwood lumberman, and particularly if his co-operation is gained, the project will be so all-inclusive as to contribute tremendously towards the future stability of hardwood markets.

The plan proposed is essentially a tremendous step forward in the merchandising of hardwood lumber. It is quite possible that if finally adopted and put into effect it may ultimately comprehend the entire hardwood lumber industry, thus giving an established, recognized clearing house of valuable statistical service, making possible an intelligent utilization of hardwood forest products, strictly in line with the necessity for legitimate conservation.

If the proposed plan is ultimately completed and put into effect, it will, in the opinion of **HARDWOOD RECORD**, tremendously contribute to the conservation of hardwood resources through permitting of intelligent utilization of our hardwood forests; it will tend to greatly assist the wood-using industries, enabling them to buy intelligently and thus stabilize their raw material cost, and it will greatly raise the level of business practice in the hardwood industry through permitting an intelligent operation of the industry with the marketing of the product characterized by correct principles of merchandising.

The country at large would profit through having attained stability in one of its principal essential industries, and through the

proper use of its hardwood resources, and as the country benefits so will both the buyer and the seller benefit. The proposal is a true and intelligent forward step, and it is to be earnestly hoped that it will fully mature.

The Dimensioning of Hardwoods

THE INTELLIGENT PAPER presented by W. A. Babbitt of South Bend, Ind., at the convention of the American Hardwood Manufacturers' Association at Louisville this week is inspiring and yet highly practical. The future of railroad rates is by no means certain, but it appears safe to predict that they never will reach a sufficiently low level to permit free and unobstructed movement of low grades into important markets. Possibly the ultimate result will be the general location of wood-using industries nearer hardwood supplies, but the immediate answer seems to be the establishment of a product refined to a considerable degree.

The hardwood manufacturer's attitude toward dimensioning of hardwoods has never been such as would permit the broader development of this phase of lumber manufacture. The fact that the manufacturer of lumber has looked upon it as a side issue, having to do primarily with his offal, is probably responsible for the lack of sympathy with the dimension movement. A general, intelligent manufacture and marketing of dimension stock will never be attained until dimensioning is considered as a legitimate and important development of the lumber operation, designed and administered with just as much thought and with just such correct equipment and proper methods as characterize the other branches of the industry.

Possibly it is well that the production of dimension stock is not immediately undertaken in a wholesale way, for this would probably cause an over-expanded production, tending to retard further future developments. The fact remains, though, that there are notable examples of highly successful administration of the dimension hardwood business. In those cases where real success has attended these projects, they have been organized on a real business basis, and have been dignified with proper recognition. Standardized sizes have characterized such operations, and in each case success has been greatly advanced by the ability to gain proper recognition of the project by the buyers.

It is true that the development of dimensioning has been largely held back by the attitude of the consuming industries, who have been too anxious to consider dimension as a product of waste and not for what it really is, namely, a highly refined raw material. Those consuming industries which are most vitally interested in correct and ample dimensioning facilities have demonstrated their advanced thought by the elimination of these old prejudices and by recognition of the fact that correctly manufactured dimension stock is literally of higher intrinsic value than the same product in boards.

The earnest and widespread effort to further advance the production and use of dimension stock as carried on by certain associations in the wood-using industrial in collaboration with the Forest Products Laboratory, will quite likely come to a head in the near future.

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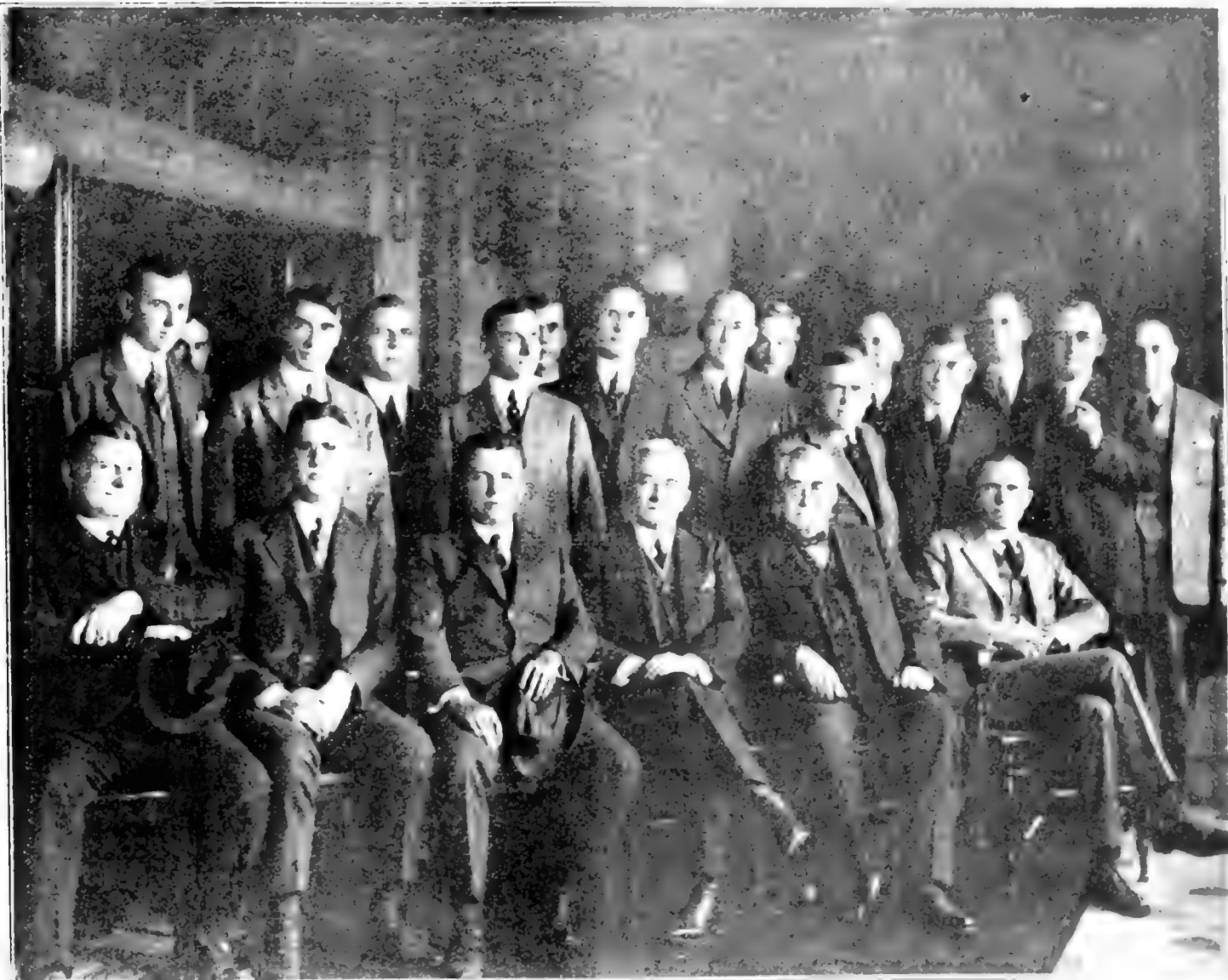
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Both copy and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Hardwood Institute Launched

Members of American Hardwood Manufacturers' Association Decide Unanimously to Organize One Hundred Thousand Dollar Corporation to Handle Trade Statistics



This is a group of the leaders of the American Hardwood Manufacturers' Association who met at Louisville, Ky., to organize "The American Hardwood Institute, Inc."

Top row—R. L. Jurden, Memphis, Tenn., member executive board; L. C. Bell, Columbus; H. B. Weiss, Memphis; M. B. Cooper, director, Sardis, Miss.; W. E. Nickey, director, Memphis; B. B. Burns, Huntington, W. Va., member of executive board; F. R. Gadd, Memphis, manager of statistics; H. L. Curtin, Clarksburg, W. Va., director; J. G. Brown, Louisville, chairman entertainment committee; Col. W. E. Delaney, executive board, Lexington; J. W. Mayhew, Columbus, director; B. F. Dulweber, grading committee, Greenwood, Miss.; W. H. Dawkins, Ashland, Ky., director, and James E. Stark, chairman executive board, Memphis.

Bottom Row—Left to right: Ralph May, Memphis, director; M. W. Stark, member executive board, Columbus; R. M. Carrier, president of association, Sardis, Miss.; W. M. Ritter, member executive board, Columbus; L. Isaacson, member executive board, Coal Grove, O., and Fred Conn, Yazoo City, Miss., director.

By a unanimous vote of the members of the American Hardwood Manufacturers' Association, held in session on Tuesday, March 7, was adopted shortly after 11 o'clock the morning of March 8. Under this plan the American Hardwood Institute, capital \$100,000, will be formed as soon as 150 manufacturers, with a production of 500,000,000 feet annually, subscribe for their pro rata of stock in the organization. This amount, if the plan proves legal and feasible, will enable the movement to go ahead, it being provided that unless these arrangements are completed, the deal shall be off.

event there proves any question as to the legality of the plan. It is believed that Washington will approve without argument. That the stock will be subscribed at once is a foregone conclusion. Under the plan adopted the American Hardwood Manufacturers' Association will cease to function as soon as its successor is formed, and the work, assets, etc., of the old body can be turned over to the new body.

Probably the most rapid work ever known in a large organization

of this kind has been done in the past two days. The plan had been under consideration for some time, and had been investigated closely. The directors, after two days of argument, were satisfied with it before it was brought up before the membership at the first session. Previously a little information had been allowed to leak out, and with no session on Tuesday morning there was a lot of discussion of the plan, with the result that many members were sold when it was first brought up. Following the argument on the plan of Tuesday, and letting it rest until the next day for action, there had been plenty of time for close discussion, with the result that the members were ready for a vote when the vote was asked.

Plan Carried with Rush

On Wednesday morning W. A. Babbitt of the National Wood Turners' Association, and W. P. Wilson of the Wholesale Sash & Door Association had first positions on the program. Between these addresses Mr. Dulweber took the floor and made a motion that plan as discussed on Tuesday be adopted. Inside of ten seconds the work was completed.

Due to the fact that there are a few matters contained in the plan, which the organization wishes to investigate very closely before giving it out for publication, in order to avoid any misunderstanding or confusion that may arise, the legal department decided to issue a statement concerning the plan, but to hold up the plan itself for the time being.

R. M. Carrier, president, following action by the membership, beamed with pleasure, and expressed his appreciation of the action of the members in backing up their officers and directors, and showing that they had full confidence in them. Mr. Carrier stated that the organization had taken a step that would probably prove of great national interest, as other industries have been groping in the dark, and looking for a way out, ever since the Hardwood Case was decided. The association is the first to undertake the kind of work that has been undertaken. Mr. Carrier expressed his appreciation and thanked the members for coming to the meeting and aiding in getting the matter settled so quickly and amicably. He also stated that he expected every member to co-operate with the nine members of the organization committee of the association for formation of the new body.

President Carrier then named his committee:

The committee of nine, which is composed of leading men of the industry, both from standpoint of ability as well as size, will go ahead with plans for drawing up a fool proof and legal method of procedure. This final plan along with election of officers for the corporation will probably be voted upon by the members in groups,

instead of calling the membership together for a general meeting to decide the details.

Stark Suggests Names

After several names had been suggested in the two days, and some arguments had been heard for and against proposed names, J. E. Stark, Memphis, suggested "The American Hardwood Institute," which name was unanimously adopted. The organization will have its headquarters in Memphis. The old organization until it turns over its equipment, assets, etc., to the new body and ceases to function will do its utmost in developing and carrying out the plans for formation.

J. H. Hines of Memphis pledged his full support to the new plan, and stated that in his opinion most of the past trouble of the organization has been in its failure to acquaint the public with what it is endeavoring to do. He commented on reforestation, and movement of some of the railroads to plant trees along their rights of ways, and property not under cultivation, in an effort to insure themselves timber in years to come.

Other speakers expressed themselves as very much pleased with the action taken, and it is generally felt that the southern hardwood industry is facing a period of better understanding and greater prosperity.

The following is the committee of nine selected by President Carrier to handle the organization of the institute: James E. Stark, Chairman, Memphis; W. M. Ritter, Columbus; M. W. Stark, Columbus; B. B. Burns, Huntington, W. Va.; B. F. Dulweber, Greenwood, Miss.; Ralph L. Jurden, Memphis; C. H. Sherrill, New Orleans; Ralph May, Memphis; F. K. Conn, Cincinnati, O.

The nominating committee made a report, which was adopted, providing that all of the present officers of the association continue in office until the corporation is formed, with the following exceptions:

Treasurer (elected)—C. M. Kellogg, the Kellogg Lumber Company, Memphis.

Three directors to fill vacancies—J. G. Brown, W. P. Brown & Sons Lumber Company, Louisville; W. B. Chapman, Chapman & Dewey Lumber Company, Memphis; E. K. Mahan, Peytona Lumber Company, Huntington, W. Va.

M. W. Stark, at the morning session, just following adoption of the new plan, read the following Washington dispatch to the Louisville Courier-Journal:

Washington, March 7.—Attorney General Harry M. Daugherty will be glad to receive any plan for a new organization to supersede the American Hardwood Manufacturers' Association which representatives of that organization may care to lay before him.

This statement was made by Mr. Daugherty when his attention was



R. M. Carrier, Re-elected President



Jas. E. Stark, Chairman of the Organizers



B. F. Dulweber, Who Presented the "Institute" Plan

called to a report from Louisville, that the board of directors of the association had recommended that the present organization disband and that a new association be formed comprising manufacturers, timber owners and other branches of the industry, which would collect statistics and distribute them to the public and engage in other association work.

Until the entire new plan is laid before the attorney general he will not be in position to comment on it in any way.

No surprise was occasioned here over the recommendation of the board of directors of the Hardwood Association that the old organization disband. In fact, some such step was anticipated in view of the decision of the Supreme Court in the Hardwood Case. This was about the only course the association could take under the circumstances.

The new association cannot receive a clean bill of health until full and complete information is made available to the Department of Justice.

Leader of Sash and Door Men Speaks

W. P. Wilson of W. A. Wilson & Sons, Wheeling, W. Va., president also of the Wholesale Sash & Door Association, made an interesting talk on causes for the original injunction against the American manufacturers, in which he traced down through the ages, a period of some 3,000 years, to show how business was gradually built up from the days in which warriors and chieftains were supreme and when the business man was of small interest. Gradually commerce came forward, but in time groups developed and became so powerful through centralization of wealth that they controlled dependent industries, and conquest and greed reached a point where it became necessary to have the Sherman Act, which Mr. Wilson claimed was a good law in spite of argument to the contrary. He held that business generally is far safer today than it was when a few groups could control anything they undertook to control. The Sherman Act in part was to prevent something from happening which might happen, although it had never happened. Mr. Wilson stated that in his opinion the injunction was along the same line. The idea is to prevent anyone from securing excessively low production costs, excessively high selling prices and excessively large profits, which in dependent industries without low costs, or high prices, means lean profits. Mr. Wilson defended the association men, claiming that they represented institutes of business, and that through them men were trained to a wider and better outlook on business, which resulted in their being too intelligent to endeavor to use gouging tactics. He held that the non-association man, who is not posted on conditions, will gouge more quickly than the association man, who knows better. In conclusion he held that the association idea was to put business on a scientific basis, and held that the American Association was leading the way.

W. A. Babbitt, secretary of the National Wood Turners' Association,

discussed "Proper Production and Utilization of Domestic Material" at the morning session on Wednesday. In his talk he showed charts to illustrate how better cutting of logs into lumber saved waste, and especially in cutting low grades. He commented on the fact that No. 3 common lumber, considering freight costs and small percentage of material that could be used economically, resulted in loss for the producer and small profits for the consumer, and argued for scientific cutting of dimension stock, so that every part of the log possible may be utilized in dimension stock.

Statement on the Plan

Due to the fact that the original plan as adopted may need some revision, it was decided by the legal department not to give it out and instead a statement was issued, covering the features of the plan, as follows:

The board of directors of the American Hardwood Manufacturers' Association in its unanimous report to the association (being the largest gathering of hardwood producers ever assembled in such a meeting), and which was adopted without a dissenting vote at its session this morning, called attention to the fact that:

The subject of trade association activities, so far as they involve the collection and dissemination, by co-operation of those engaged in any line of industry, of statistics covering stocks of goods or material on hand, and past sales, in respect to volume and prices received, is at the present time involved in considerable confusion.

That this confusion has resulted in large measure from the decision in the case of American Column & Lumber Company et al. vs. the United States, which seems to condemn for all purposes the collection of such statistics by those engaged in any industry, and the distribution of the same to those so co-operating. That the meaning and intent of the opinion of the court in that case are subjects upon which lawyers widely differ, and the actual effect of the decision (as distinguished from the opinion) is likewise the subject of a similar diversity of views.

And that the views of different trade groups and those advising them, and of the trade press and other publications serving them, are conflicting in the extreme.

Meaning of the Court Not Understood

It was also pointed out that divergent views are widely held as to whether, and if so, to what extent, the Supreme Court interprets the Sherman Act to condemn and prohibit the collection and dissemination, by such means of these statistics, when their accuracy and integrity are in no way called in question. In other words, question is made whether it is the intention of the court to hold that the fact that a trade group by such means collects and disseminates such data, is in and of itself (and aside from any other circumstance) the proof, symbol and manifestation of illegality.

The report stated that in the light of the historical development of such industrial agencies, the progress of thought in this important field, and the necessities of business, not only as business itself knows these necessities, but as they are recognized by disinterested economic agencies, it is not believed, it cannot be believed, that it is the law that those engaged in



M. W. Stark, Member of the Committee of Nine

W. M. Ritter, Another One of the Committee of Nine

Ralph May, Also of the Committee of Nine

business are to be denied information as to the vital statistics of the industry in which they are engaged, to the end that business may be conducted intelligently with knowledge of the facts, rather than by the haphazard, destructive, uneconomical methods, which are unavoidable when it is transacted in the darkness of ignorance of the fact.

The report pointed out that whatever the uncertainty and confusion of opinion in respect to gathering and distributing such information, when it is distributed only among the members of the particular co-operating group, one thing seems certain and indisputable.

That AN INDUSTRIAL GROUP MAY CO-OPERATE IN THE GATHERING AND DISTRIBUTION OF SUCH STATISTICS, IF THE DATA ARE MADE AVAILABLE TO BOTH BUYER AND SELLER.

It states that such is not only the judgment of lawyers who have closely studied the majority opinion in the Hardwood Case, but such is undoubtedly the opinion of the vast majority of lawyers, regardless of whether they agree as to the exact purport of that opinion.

Questions of Worth and Method

It was then pointed out that if an industrial group may gather or cause to be gathered and distributed such statistics, provided the opportunity is afforded the public to secure the same at the same time and upon like terms as the members of the group, the question resolves itself into the inquiry whether such data is worth the trouble and expense of its collection and dissemination; and if so, by what means, method and instrumentality can it be best collected and published.

The board reported that after careful consideration and mature deliberation in its judgment a private corporation, duly and legally organized, is the best vehicle by and through which the vital statistics of this industry can be lawfully gathered and disseminated.

It was pointed out further that such a corporation in addition to statistical service can so function as to adequately serve every industrial need in a more satisfactory way than a voluntary trade association.

That through the medium of such an agency the producer of the raw material and the fabricator of the finished product could be brought into closer contact so that the industrial needs of both would be better understood, thereby the economic status of the whole industry would be improved, which would inevitably react helpfully to the public, it being well understood by all thoughtful observers that the outstanding handicap in the body of this industry is this lack of contact between the producer of hardwood lumber and the ultimate consumer.

If these two interests could be brought into close contact all interests, including the public, would be beneficially served.

Statistics Will Be Main Purpose

It was explained that while the details had not been worked out, these being the problem of the organization committee which was appointed, that the general purpose would be the collection of statistics on such subjects as stocks on hand, and past sales, to provide an inspection service as

well as such other services as might be decided proper by the board of directors of the corporation when organized.

As to the statistical reports, it was stated that these would take the form of copy-righted publications, issued frequently enough to efficiently serve the industrial requirements; that such publication would be available upon equal subscription to everybody and anybody, producer, consumer, or any member of the public.

It was recommended that the headquarters of the corporation be established at Memphis, Tenn.

A committee, composed of W. M. Ritter of Columbus; B. B. Burns of Huntington, W. Va.; M. W. Stark of Columbus, O.; J. E. Stark, R. L. Jurden and Ralph May of Memphis, Tenn.; F. L. Conn of Yazoo City, Miss.; B. F. Dulweber of Greenwood, Miss., and C. H. Sherrill of New Orleans, La., was appointed to formulate definite and detailed plans, and to secure opinions as to the legality of the proposed plan.

It was stated that it should be clearly understood that before the corporation would undertake to function, in addition to the judgment of the lawyers who have already expressed their approval, this including the general counsel of the association, the plan will be submitted for the judgment and opinion of several of the most distinguished lawyers in the country who are best qualified to express opinion as to the legality of the proposed plan.

In a word, it was stated that it should be understood that before the plan is launched, the committee in charge of its organization will be fully satisfied of its legality.

The above statement was formulated by L. C. Boyle of Washington, D. C., chief counsel for the association.

The association adopted resolutions stating that "it is the patriotic and unquestioned duty of Congress and all State Assemblies to cut down in all ways possible governmental expenditures to the end that instead of increasing new tax burdens those that now exist may be lessened;" that, "the hardwood branch of the lumber industry stands ready to support any feasible program looking to the conservation of our remaining timber stands. However, such programs must not invade private property rights of the citizen, be he lumberman or farmer."

A resolution was also adopted making "ungrudging recognition of the high character of the ability displayed in the conduct of the case (Hardwood Case) and to express to" Gen. L. C. Boyle and assistant counsel, G. Carroll Todd, the "great appreciation" by the association of "their services, and to assure them that our confidence in them is unshaken and unimpaired."

Opening Session Sees Plan Launched

The first meeting of the American Hardwood Manufacturers' Association since enjoined from operation by the Government of its statistical department, was launched at the Seelbach Hotel, Louisville, Ky., March 7, there being about 200 lumbermen present at the opening session. Early in the session the big idea of solution of the injunction problem, and of how to continue securing statistics concerning sales, production, stocks, etc., was launched. The plan submitted had been under way for months, and had been worked on for two days by the directors of the organization, prior to opening of the convention.

Briefly the plan as outlined by B. F. Dulweber, spokesman for the movement, is for the formation of a \$100,000 corporation, to be known as the Hardwood Lumber Institute, Inc., or some equally good name, to be finally decided upon later, which will sell its stock to present members of the association, based on their size either in business handled, or annual cut over a period of years. Market information will be compiled relative to stocks on hand, cutting, weekly sales, etc., and sent out in printed form, copyrighted, to subscribers for the service, who can either be producers, jobbers, retailers or consumers. Anyone will be able to secure the service, at a reasonable price, which will be within the reach of all.

President Carrier Opens Meeting

The convention opened with President Robert M. Carrier, of Memphis, in the chair. Mr. Carrier introduced the Hon. Huston Quinn, Mayor of Louisville, who delivered a short and humorous

talk. He was followed by James E. Stark, Memphis, who made the response. President Carrier announced that for two days the directors had been working on a plan, which would be submitted, and which would hold a solution of the troubles before the organization, and asked them to consider it as a business proposition in a business way.

Reports were made by Secretary-manager John M. Pritchard, of Memphis, and by Frank R. Gadd, manager of the Statistical Department, these reports covering the work of the organization since the last annual meeting in December, 1919, both reports touching on the Hardwood Case along with other things.

The most striking reference which Secretary-manager Pritchard made to the injunction against the open competition plan was the statement that "the business interests of the country alone are discriminated against and under this law (Sherman Law) are now denied vital statistics." As a brief prelude to this remark Mr. Pritchard said: "The present Administration has shown great concern for the conditions in agriculture and has rightfully passed laws which will permit farmers to form co-operative selling agencies. The labor unions likewise are exempt from the provisions of the Sherman anti-trust law." Then he made the statement quoted at the outset of this paragraph and continued: "With the labor unions on one side, and farming interests on the other, receiving immunity from the anti-trust laws, the business interests find themselves squeezed into a very thin filling of the sandwich, being doubtful if they are left even the rights of free speech. Seemingly the

Department of Commerce is the only Government department showing any concern about the welfare of the business man."

In Sound Financial Condition

Mr. Pritchard gave a report of the finances of the association covering the last two years, showing that the organization is in sound financial condition with a comfortable balance in the bank.

Mr. Gadd's report in addition to taking up the suit on the open competition, featured the Revision of Income Tax Laws, "The Question of Inventory Values and Definitions of the Word Market," the Distribution and Interpretation of Federal Tax Decisions and the Hardwood Tax Committee, he listing the more important activities of his department under the five headings.

In regard to the decision in the Hardwood Case Mr. Gadd said that "lumbermen are urged to conserve the forest resources, but a strict interpretation of the Sherman Law would force them to produce lumber blindly, stupidly and regardless of market requirements. I predict," he said further, "we will all live to see the day when the Government will insist upon the intelligent production and marketing of lumber in the light of a full knowledge of economic conditions, because intelligent production and distribution is vital to conservation of our forests and to the proper conduct of our business as a part of the great industrial system of our nation in the conflict of world markets."

Following these reports President Carrier made a short talk thanking both men for the excellent work they had done, and fine co-operation given his office. He then named the following committees:

Nominating—R. L. Jurden, H. B. Curtin, Ralph May, B. F. Dulweber and John Raine.

Resolutions—M. W. Stark, Leon Isaacson and Max Miller.

Carrier Calls For Discussion

This brought the program down to a point where a discussion of the convention's dominate work was brought forth. Mr. Carrier announced that the plan had been carefully considered by attorneys, lumbermen, and had been argued two days by the Board of Directors, placed in the hands of a committee and reported back to the Board. It had then been placed in shape for presentation. He held that the industry, and the men who had worked on this plan, realized that the industry had to have statistics to operate intelligently, and believed that a plan had been found that would do the work. However, he asked members to think the matter over and be ready on Wednesday to argue it from all points.

B. F. Dulweber was called upon to read the draft of the plan. Due to the fact that some matters had not been fully agreed upon, it was decided not to give the press copies of the report, or allow it to get out of members' hands, until the next day, as any misunderstanding at the start, might cause irreparable damage.

Mr. Dulweber read the report, outlining the plan of organization of the corporation. The report stated information available was to the effect that Secretary Hoover and Attorney General Daugherty had in correspondence evidenced the belief that a plan which was available to the buyer as well as the seller could not prove objectionable in any way.

F. T. Turner of Memphis asked a number of questions concerning the plan, especially in connection with proposal of handling inspection matters through this organization as well as handling the statistical information.

Gen. Boyle Gives Opinion

Gen. L. C. Boyle, attorney for the organization, took the floor and discussed the original injunction, the decision of the Supreme Court, and the question of the legality of preparing information or keeping statistics on production, stocks, sales, etc. He read a section of the decision of Justice Clark in connection with two sections of the charges, one of interchanging information and compiling records and sending out information. In this connection Justice Clark held that such information, being more or less of a secret nature, broke down competitive relations. He held that genuine competitors do not make daily, weekly or monthly reports of their operations for the mutual aid of a competitor. Judge Boyle held that if these

matters relative to compiling and distributing the information, were not at all secret, and available to buyer as well as seller, there could be no objection, as it would be within the legal side of the case. He also read abstracts from letters of Secretary Hoover and Attorney General Daugherty, in which both express a belief that if the information was available to buyer as well as seller, it could not prove objectionable to the Department of Justice, Federal Trade Commission, etc., as it would not be in violation of the Sherman Act in any way.

With a corporation to handle this work it would be the business of the corporation to handle this information in a business way, the corporation being merely a vehicle for bringing the data together and distributing it. This would make a scientific contact between buyer and seller. Stockholders would elect their officers and the latter would secure the best men available for the work, with the result that it would work out on a satisfactory basis from every angle.

W. M. Ritter, E. B. Norman, W. A. Babbitt, M. W. Stark, B. B. Burns, F. T. Turner, Ralph May and several others asked questions and offered suggestions concerning the matter. Mr. Ritter stated that he was fully sold on the idea and had worked on it for some time, and considered every side of the question. He stated that personally he would be willing to go ahead with the plan as it stands, but for safety it would be better to rest over night and take the matter up carefully the next morning and call in other legal talent before taking any action, which then would not be binding unless every phase of the situation was disposed of in a satisfactory and legal way.

It was explained that unless the plan was absolutely legal in every respect it would not be carried further than to the point where a real question of its legality blocked it.

Secretary Fall Discusses Forest Service

Discussing the reasons for transferring the Forest Service to the Department of the Interior, Secretary Fall is reported to have recently said that the forests were originally in his department, and as they are a part of the public domain there is no reason why they should be withheld.

According to the secretary there are millions of acres in the Forest Service that have no trees and some tracts covering miles are entirely barren. This unforested land, Secretary Fall asserts, is rented out to stock raisers for grazing purposes from which an annual fee of \$2,600,000 is collected. Officials of the Department of Agriculture concede that of the 120,000,000 acres of forest lands there are approximately 26,000,000 which are unforested, a large portion of which is said to be above the timberline on the mountains.

Summing up what he regards as the reasons for Department of Agriculture officials wanting to retain the Forest Service, Secretary Fall said: "In plain words, it is that the Forest Service wants the large grazing fees that it collects annually from land that hasn't a tree on it. The grazing fees, of course, are collected from land in the United States and do not apply to Canada. But they do apply to this country, and as long as the Forest Service gets good fees from cattlemen for grazing permits, issued on public lands, there is no incentive for it to open the land for settlement or for development of resources."

Glued-Up Handsaw Handles

One of the large manufacturers of handsaws is experimenting with handles built of two pieces glued together instead of the solid wood. A handle requires a piece 9 ft. long, 6 inches wide and 1 1/2 inches thick, and apple wood is used for the best grade of saws. In order to offset the increase in price in this material, as well as to conserve the supply of it, it is proposed to glue two pieces together to get the desired thickness.

Imitation Coccobola

A Connecticut manufacturer of small screw-driver handles has found that in lary can be used as a satisfactory substitute for coccobola. The handles are turned, then soaked for a few hours in a hot, red dye, after which they are dried on wire screens and polished with wax. The imitation is good, showing not only variation in color, depending on whether heart or sap is used, but also producing a striped effect as a result of the differences in density of the spring and summer growths of the annual rings.

Time, an Important Factor

Most concerns engaged in manufacturing have come to realize that time is the element upon which depend all costs and all production; time is always working. When used effectively throughout a manufacturing plant it is working for both the firm and the employee, but when wasted or misspent the result is an increase of labor cost and overhead expense; in other words, a loss of production and profit to both employer and employee. When profits consistent with the amount of capital invested are not forthcoming, a manufacturing enterprise loses its attraction and incentive, and eventually operations must be discontinued.

As a matter of fact, the use of time and how it is accounted for are the determining factors in the adjustment of any industrial plant to conditions which prevail today—namely, increased labor and material costs, shorter working hours and keen competition.

To account for every factory worker's time at a plant, and how to know just how much of it is spent productively on various jobs and operations, is indeed a problem, especially to those engaged in operating woodworking establishments. A practical and effective solution which has been adopted by many large manufacturers consists of an installation of modern time-recording equipment.

If you wish to run a plant smoothly with every job or operation planned in advanced and scheduled so that all departments will correlate perfectly—to keep a check on the factory to see that it does not lose time by waiting on one department or another for delivery of parts, raw material, etc.—to know exactly how much time is being spent by each department productively and non-productively—to know exactly how each operator's time is divided between various jobs and whether or not his work is up to standard of production—to know just how much was day work and how much piece work or bonus time, etc.—to know just how much wages each employee is entitled to—to determine accurately the cost of every part or article manufactured—then to do all these things accurately, impartially and inexpensively, you must have some form of time-recording.

A certain extensive plant decided to install a time-recording system, and this article tells of the methods employed.

The System Installed

They installed a complete Stromberg electric automatic time system, this consisting of sixteen "in-and-out" time recorders, forty job time recorders, sixty secondary or wall clocks and a system of factory signal horns and bells, all operated electrically from a central master clock.

The master clock is automatically wound by the same electric current that operates the recorders, clocks and signal horns. Since this is the only clock works in the entire system, and as the secondary units are automatically regulated by it, perfect synchronism of time is obtained throughout the plant. The recorders and other secondary apparatus, not having any delicate clock works, but being driven instead by powerful electro magnets, operates under any condition of dust, vibration, varying temperature, or abuse, with practically no maintenance or repair expense. Electric current for operating the system is supplied by batteries, which are automatically charged from the regular 220 volt electric light current.

A record of the exact time of arrival and departure of employees is made at the "in-and-out" recorders. Railings around these recorders, and aisles leading past each one, serve to prevent confusion and crowding at registering time. Each employee has a weekly attendance card. These cards are kept in numbered pockets of convenient "out" racks near the "in-and-out" recorder, while the employee is not on duty. When a workman comes in the morning he takes his card from the "out" rack, inserts it in the recorder and, by pressing a lever, stamps the exact time on it. He then

places it in a similar "in" rack near the foreman's desk, where it remains until he is ready to ring out at night. By having these cards so filed close to the foreman's desk the foreman is able to determine at a glance how many employees have not reported for work, and thus he can rearrange their work and plan the day's operations accordingly. The cards can be used for ringing out and in at lunch also, but this practice is not followed at the plant in question. The lunch period is only a half hour, and most of the employees eat lunch at or near the plant.

Reward for Promptness

As an inducement for every employee to be in his respective department and on the job full time, the company adds an hour to the day's pay of every workman who registers "in" on or before 7:20 a. m. ten minutes before actual starting time—and "out" on or after 5:05 p. m.—five minutes after actual quitting time. There are many advantages in this plan. While it does not exactly penalize the individual who prefers to register in and out "on the dot," or on barely enough margin of time to avoid being docked for lateness, it rewards those who are willing to get in a few minutes early and remain a few minutes late in order to be in working togs and engaged in productive work the full nine hours. An hour's bonus pay for fifteen minutes' extra time is, of course, equivalent to quadruple pay for that period. This plan also has the effect of preventing over-congestion at registering time.

In order to make it easy for the pay-roll clerk to readily distinguish between different registered time entries—these ten minutes or more early, those barely on time and those late—the recorder is adjusted to print each class on a different line on the attendance card. At exactly 7:20 a. m. the mechanism automatically changes so that all registrations before that time appear in space No. 1 on the card, and after that time they appear in space No. 2. At 7:30 there is another change so that late arrivals are registered in another space, No. 3. A similar automatic classification is made at ringing out time. The recorders automatically set themselves to the proper "in" and "out" spaces for all classes, and also automatically distinguish tardiness and other irregularities of all employees. This plan greatly facilitates the work of the pay-roll clerk in taking off time from the attendance record cards and entering it on the employee's pay-roll card, as he need only deal with the exceptions.

Work Order Time Cards

The starting and stopping time of each job is stamped on work-order and time card with job time recorders. These recorders are distributed throughout the various departments of the plant. The work-order time cards are compiled from current cutting bills and operating records by the departmental planning clerk, and filed in proper rotation in pockets (there being a pocket labeled for each machine in the machine department) on the dispatch board. When a workman presents his attendance card in the morning he is given a work-order time card, which is then stamped with the starting time on the recorder. When the operation designated on the card is completed the workman returns his card to be stamped with stopping time and gets another card. This route continues just like clock work throughout the day, and at quitting time the last card is turned in and stamped, regardless of whether or not the operation is finished. If unfinished, the space under "continued" in the lower left-hand corner is check-marked and a new card is issued next day for the completion of the operation.

Up-to-date unit standards of time for all operations are kept on file at the desk of the planning clerk. The unit standard for the kind of work designated is entered in the proper column of every work-order time card, and by multiplying this by the number of pieces or units in a run, the total standard time is found. A cler-

ical labor saving feature of the job time recorders is that they automatically eliminate the lunch period from all jobs that start in the morning and finish at noon, so that the clerk need not make any deductions from the time shown on the job ticket for the lunch period. As an example, the recorders print 0.0 at 7:30 a. m., which is starting time in the morning. At 12:00 the recorders print 4.5 and then are automatically suspended until 12:30, when they again automatically start up with 4.5. So a man starting a job at 7:30 a. m. and finishing it at 3:00 p. m. will register as follows:

Stop	7.0
Start	0.0

Elapsed time..... 7.0 hours

The clerk needs merely to make a simple subtraction, without the necessity of deducting the lunch period. The simplicity of calculating time in this decimal scheme is also valuable.

Distribution of Records

The information and records obtained from work order and time-card are summed up and entered on the employee's pay-roll card and on the piece-part cost summary, as well as on other cards, including piece-part-progress records, etc.

It will be noticed that on each work-order time card there are spaces for four order numbers on jobs. This is done to permit of

bunching two or more jobs and running them all at one time when possible. Every lot of parts on a job going through is identified by a tracing tag. These tags are placed with the various batches of material when it is cut by the stock-cutters, and they follow the material through all the machine operations, remaining with it until it is transferred to the assembly department. When any set of parts leave the stock sawyers it is up to the planning clerk to route the work from then on, assigning it to various machines and machine operators by schedule.

The secondary or wall clocks indicate the same accurate time as the rest of the time system equipment, and are so located as to be seen by practically every employee.

Careful observation has proved that employees will ascertain the time of day, if not by a mere glance at the wall clock, then by walking over to a neighboring employee who is known to have a watch. This usually leads to a more or less lengthy conversation, with the result that both employer and employee are losers in production.

It is highly important that the secondary clocks be exact in time and agree with other time equipment. An entire department of fifty employees might lay down their tools and prepare for quitting. Thus a total loss of an hour or more at noon and again at night a minute or more too early, if their department clock is a bit fast, would be occasioned.

The Executive and His Latent Powers

Our natural American sense of thrift causes us to feel acute distress whenever we see something of value going to waste. Engineers and scientists are figuring and experimenting on waste and means of making all the heat units in a ton of coal, do full duty so that part of them will not go up the chimney to no purpose.

Scientists are pursuing earnest studies in relation to the lighting problem, that valuable light waves shall all be put to good use and not dissipated through inefficient apparatus. We are concerning ourselves with economy in conservation along business lines,—production of raw material, manufacture and distribution; and for the last few years we have heard a great deal about personal efficiency.

It takes a lot of agitation to arouse a large mass of people, and to get them thinking along the same lines. At the same time, we must not forget that *an impulse or a sentiment aroused and not set to work in a constructive way, is an injury in place of a benefit.*

This is apparent, for once we are eager for something and are disappointed, or have a desire which comes to naught,—then we are more difficult to interest and arouse the next time. After a few such experiments, we become calloused and are inclined to remark, "Oh, yes, I have heard that line of hot air before!"

So if we are in earnest in our desire for personal efficiency, we must get right down to brass tacks and set to work in the right direction, or we will be mere echoes of others about us, or *merely tolerant* of what we consider theory, glittering generalities, and high-sounding, inspirational bunk which soon tarnishes when exposed to the storm and sun of everyday business life.

Just the same, there is such a thing as personal efficiency raised to the nth degree! Some people seem to have it naturally; others acquire a fair degree of it because of earnest desire to improve and to climb; and still others have it thrust upon them by their associates, the organizations to which they belong, and the heads of the firm who are always bellowing the modern application of "England expects every man to do his duty!"

Our Constitution declares that all men are born free and equal, and the makers of the Constitution came more nearly being scientific than they realized at the time. Of course, some men have greater ability in certain lines than others, but *natural human endowment is marvelously similar.* That is to say, the normal individual is born with a certain set of faculties—the ability to see,

to hear, to taste, to touch, to smell, and to reason; with a social nature, a religious nature, and a desire for work and pleasure and comfort.

Heredity does not count as much as people used to think it did. Education and environment are the big developers of life. Education adds nothing. *It only releases and leads out latent powers.* The man who is digging in the ditch may have been made stolid and dull by lack of physical care as a child, by sleeping in stale air, by eating unsuitable food, by lack of education and by over-work.

The man in the executive chair is where he is because of the release of latent powers. The man who is a genius, or who has struggled on and on until he has accomplished something big and fine and worth-while is the man who consciously or unconsciously is using his latent powers.

Just how can we go about it? What practical idea as to the real use of our own "Acres of Diamonds" can we dig up for our own enlightenment and guidance? Just where can we start? How can we get out of the beaten track and stop stupidly imitating the other fellow, who perhaps is setting us an imperfect copy at that? *Here is the point of departure!*

Life is motivated along the line of suggestion. Our lives are organized as to our sleeping and awakening, and meals and work, largely according to what society has hinted or laid down. So great is the power of suggestion that fine building equipments to suggest prosperity, and great advertising campaigns to suggest desirability, are the order of the day.

It doesn't matter whether we are selling professional knowledge, or standing timber, or manufactured hardwood—the psychological appeal is made along the same lines. Great is the power of suggestion! We react to it as a matter of course.

Science now tells us that the mind of every individual functions on two planes—the conscious and the sub-conscious. The sub-conscious is the inner storehouse of impressions, desires and of will power itself. The conscious mind is the expression of these inner impressions. If the inner impressions are weak, blurred, confused, and without special objective, the expression, or the conscious life, or the achievement of the individual as expressed in the conscious life, are in exact proportion. Our latent powers are bound up in the sub-conscious.

The sub-conscious is reached through suggestion—either the sug-

gestion of others, or the suggestion of our own conscious mind. This latter is called auto-suggestion. The key which fits the lock then, of latent powers, is auto-suggestion. That is, success lies within and not without. We suggest to ourselves what we want to do and to be, and if we suggest it often enough and earnestly enough, the sub-conscious shapes our lives along these lines.

There is nothing mysterious about it. It is as scientific and natural as the coursing of the blood through the veins. That blood is healthy and vigorous, or sluggish and poisoned, according to our manner of life and the perfection of our body functioning.

The use of the sub-conscious through auto-suggestion is as plain as sunlight, and yet as lofty as the sun itself. The sub-conscious is most active during sleep or when the conscious mind is quiescent.

Consequently auto-suggestion is most potent in developing latent powers and especially will power, when *definite*, clearly crystallized desires are reviewed and held in solution in the mind just before sleep.

This explains why problems which are difficult to understand at night are clear in the morning, and why people without knowing the reason are so likely to say, "I will sleep over it," or, "I will give you my answer in a couple of days."

Know what you want. Be able to visualize it. Develop your will power. Set your sub-conscious as well as your conscious mind to work, and behold the miracle of latent powers springing into active being, the miracle of increasing personal efficiency, and of poise and power in marvelous degree.

British Hardwood Import Statistics

Many readers of HARDWOOD RECORD engaged in exports may be interested in statistics on the hardwood lumber imports into Great Britain during the year recently ended, and a comparison of the prices ruling there with those of former years, more especially as so large a proportion of British imports come from the United States.

For the last two peace years since the conclusion of the war British imports of hardwoods have been as follows:

Hewn hardwoods of every description, except mahogany, imported into Great Britain:

	1920	1921	Decrease
Cubic feet	\$7,832,000.00	\$3,782,000.00	\$4,050,000.00
	3,082,100.00	1,781,400.00	1,300,700.00
Per foot	2.54	2.12	.42

Sawn Hardwoods

	1920	1921	Decrease
Cubic feet	\$40,957,000.00	\$17,678,000.00	\$23,279,000.00
	13,333,700.00	8,386,700.00	4,947,000.00
Per foot	3.07	2.10	.97

Of the above quantities the following came from the United States and the rest mainly from Canada, India, Russia and Sweden, leaving a large market, which the United States could appropriate:

Hewn Hardwoods Received from the United States

	1920	1921	Decrease
Cubic feet	\$1,293,000.00	\$674,000.00	\$619,000.00
	480,000.00	260,600.00	219,400.00
Per foot	2.69	2.59	.10

Sawn Hardwoods Received from the United States.

	1920	1921	Decrease
Cubic feet	\$17,612,000.00	\$8,757,000.00	\$8,855,000.00
	5,621,100.00	4,409,500.00	1,211,600.00
Per foot	3.13	1.98	1.15

Sawn Mahogany Imported into Great Britain

	1920	1921	Decrease
Cubic feet	\$3,297,000.00	\$806,000.00	\$2,491,000.00
	815,000.00	321,000.00	494,000.00
Per foot	4.04	2.51	1.53

The figures given above show the difference between the boom year 1920 and the slump year 1921; there are, of course, optimists who can see portents of revival of trade, large demand and reasonable prices; but really future prospects are gloomy, there are large stocks to be cleared before a healthy demand can be reasonably expected. The current year will probably be one of small demand not much exceeding that of 1921. Bad trade abroad prevents an increase of British imports and bad trade abroad is entirely due to the preposterous peace treaty, which crippled and impoverished Central Europe; and until it is practically altered, continental prosperity is impossible.

A comparison between the hardwood requirements of Great Britain during the years 1920-21 and previous years is not possible, as the available statistics are now issued in an altered form; but the details below may be of use. Hewn oak is imported into Great Britain in large quantities and the bulk of it comes from the United States, as the following figures show:

	Last pre-war peace year, 1913	First past-war peace year, 1919	Increase
Total British imports.....	\$7,927,000	\$12,907,000	\$4,980,000
From the United States....	5,395,000	11,624,000	6,229,000

Mahogany during those years was also imported in increased quantity from America:

British Imports

	1913	1919	Decrease
Total quantity	\$5,885,000.00	\$5,424,000.00	\$461,000.00
Two tons	141,800.00	66,400.00	75,400.00
			Increase
Per ton	41.44	82.18	40.74

The increase in the price of mahogany shown above of nearly 100 per cent is a strictly war result. Out of the above mahogany imports into Great Britain the following came from America:

	1913	1919	Increase
Tons	\$453,000	\$3,206,000	\$2,753,000
	10,600	37,500	26,900

Walnut is imported from the United States into Great Britain in small quantities, as shown below:

Hewn Walnut—1920

	Value	Cubic feet	Per foot
Total quantity	\$227,000	75,550	\$3.00
From the United States.....	28,000	10,970	2.55

Sawn Walnut

	Value	Cubic feet	Per foot
Total quantity	\$542,000	182,700	\$2.96
From the United States.....	294,000	98,900	2.97

Teak is a hardwood imported in large quantities from Asiatic countries, during 1920 to the value of \$13,396,000; the quantity was 2,569,000 cubic feet, equal to \$5.21 per foot.

Northern Manufacturers Request Rate Cuts

Requests for rate reductions on Northern hardwood products proportionate to the reductions recently granted to Southern hardwood manufacturers have been filed by the Northern Hemlock and Hardwood Manufacturers' Association and the Michigan Hardwood Manufacturers' Association, with Central Freight Association and Trunk Line railways. Officials of the former association, headed by M. J. Fox of Iron Mountain, Mich., president, and O. T. Swan, secretary-manager, conferred with officials of these railroads in Chicago on March 7 relative to rate reductions. They were assured their request would be given every consideration.

On March 8 J. C. Knox, secretary-manager of the Michigan Hardwood Manufacturers' Association, came down to Chicago from Cadillac, Mich., to interview railroad officials on the same subject. Mr. Knox stated that rates on Northern hardwoods have been increased all out of proportion to the increases on Southern woods, but that the latter woods are getting the first reduction.

Free Bulletin on Cutter Head Grinding

A bulletin on grinding cutter heads, showing how fast feeds, constant operation and large production, insuring a greater margin of profit in addition to increasing capacity for handling a large output are possible, is now ready for distribution to the trade of the S. A. Woods Machine Company, Boston, Mass.

This bulletin is pictured and shows clearly how to do a number of things on a cutter head grinder that are not understood by all millmen, such as grinding clearance bevel on ordinary carbon knives while in place in the standard square head; grinding thin high-speed knives in place in the round head; grinding the cutting or so-called back bevel used for hardwood planing on the ordinary carbon knives in the standard square head, etc.

*Dimension Stock

By Wm. A. Babbitt

Before I launch another attack on this problem of Dimension Stock, it is mighty pleasant to be able to recall that the first organized support offered to the Standardization program of the National Association of Wood Turners came from the American Hardwood Manufacturers' Association.

When this propaganda first started, we had the cart before the horse. We thought that about all we had to do was to set up an exhibit of the facts in the case, and that immediately there would be a right reaction on the part of all parties at interest in this matter. We now realize that we were working on the wrong theory, our psychology was wrong. When I addressed this Association the first time, I flattered myself that I had you all thinking, and to some extent thinking my way. The event shows, however, that most of you were not thinking, though you thought you were. Actually, you were rearranging your prejudices against dimension stock to ward off this new attack. Mental checkers, not thinking. Not every lumberman is prejudiced, we will all admit, but outside oneself it is not so easy to pick another. Furthermore, it is perfectly plain that all wood users are prejudiced. I am in no position to deny the soft impeachment.

Here are two examples from my correspondence to illustrate to what extent prejudice can eliminate thought and block progress. With suppressed indignation, one of the biggest hardwood lumbermen writes: "Are we correct that this average waste, as figured by Mr. Babbitt, of approximately 60 per cent would be transferred from the consumer to the manufacturer; granting the tremendous saving in freight and handling is there any other reason why the manufacturer can dispose of this waste to as good advantage as the consumer, who is usually situated to at least dispose of it for firewood." Even a furniture manufacturer is hardly justified in paying an average rate of 30 cents per hundred pounds for firewood.

Another lumberman writes of his experience with one of the largest manufacturers of high-grade furniture: "We offered this party high-grade well-seasoned dimension, as good as could be made, and precisely filling several of his major requirements. We guaranteed this stock in every way equal to dimension he was cutting from 'Selects and No. 1 Common.' He admitted his stock cost him \$90 per M board feet at the machine. But he would not consider mine at half that price."

It makes one think of the nigger on the merry-go-round. After he had spent all his money in a wild orgy of circumnavigation, he encountered his wife. Said she, "Nigger, Ise done been watchin' you. Youse gone spen' yo' money ridin', an' whar has you ben? No whar!" Prejudices naturally make merry-go-rounds of us all. We get motion without progress. But it is a big achievement to make the discovery that a "Merry-go-round" gets one "no whar!"

As I view this occasion, what we most want is a new viewpoint on the problems of our industry. Accordingly, I have no intention, at this time to go into details of technical or merchandising problems connected with the dimension stock program. My effort will be to give you a vision of this great and revolutionary undertaking as a whole. We have discovered that the technique of producing dimension is more complex and different than the production of commercial lumber. We have discovered that the merchandizing problem of dimension is not a problem for a novice in salesmanship. The root of all these difficulties however, is in the human

factor difficulties which make all technical problems seem as A-B-C.

I referred to the Dimension stock program as a revolutionary undertaking. This is a correct description, as you will agree before I finish. It will help us to break clean and clear of our prejudices to remember that any undertaking which is revolutionary deserves the close and candid attention of any man whose business is to be revolutionized or is liable to be revolutionized. Standardized Dimension will revolutionize, is revolutionizing both the soft and hard wood industries. A later occasion may serve to discuss the problem of soft woods. Now we must keep our attention on hardwoods.


Men, we must do straight, clear thinking here today. Hoary old prejudices of all sorts must step down and out. I have in mind a few particular prejudices which must go NOW. The word prejudice means "to judge before one hears the evidence." Here is one particular imbecile prejudice. It is the prejudice against dimension stock because it is a product of conservation. The average maker and user of dimension is prone to regard dimension stock with contempt, and as of small value. This idiotic old prejudice ignores the fact that not one foot of hardwood in a thousand is of any use to industry until it has first been reduced to dimension. When it is reduced to dimension what earthly difference does it make from what sort of board, log or tree proper dimension came from? Old Man Prejudice says that it makes all the difference in the world, its market value is only half its utility value! He is a liar. He is an unmitigated ass. He is an economic prostitute.

Again, there is our strong natural prejudice in favor of thinking and doing things according to our accustomed ways. It's human nature. Psychologists show that the average man is unable to absorb fundamentally new ideas after he has passed his fifteenth birthday. Quite a few are that way, many years prior to their fifteenth birthday. This proves the high economic value of funerals. Funerals prevent Yesterday from capturing Tomorrow. We know the strength of this prejudice of habit. We insist on doing things in the old way; we resist the moral and economic pressure which seek to compel us to do the same things in a new and better way. In this prejudice there is an element of justifiable fear that we might fail in the new way.

Not to carry this analysis of prejudice too far, I may mention that we lumbermen undoubtedly are strongly prejudiced by our national foible of unbounded and asinine conceit. The sage of Florida, ex-sage of Nebraska, told us of a mighty host of freemen, uncounted millions in fact, springing to arms between dawn and nightfall. When we actually drew on every resource we had to pull this easy stunt, we found that the war did not last long enough to furnish one modern weapon, not even a handgrenade, to arm this host, which but for our allies, would have been as futile for military purposes as a boy scout outfit. This same Old Man Prejudice has been working overtime to frustrate the Dimension Stock program. Don't accuse me of lecturing, for I emphatically include myself in this indictment. We have underestimated the difficulty of this job. We have called it the proper field of backwoods portable saw mill, with the faulty and often worthless output of these mills staring at us reproachfully, in testimony that it takes more technical skill and better manufacturing facilities to make standard dimension than it does to make first class lumber. We have underestimated the difficulty of the marketing problem. Partly due to bad trade conditions, but largely due to stupid, blundering salesmanship, lumbermen who have made standard dimension this past season have registered about as complete a fail-

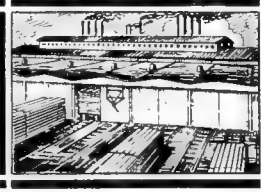
*An Address to the American Hardwood Manufacturers' Association at Louisville, Ky., March 8, 1922.

†The Chairman of the Committee of Standardization of the Association of Wood Using Industries.



YARD AND KILN

*A Section Intended to Promote Efficiency
and Economy in Lumber Drying*



Kiln Drying Gum Lumber

By C. J. M.

A number of inquiries have come to the writer recently concerning the drying of Gum lumber, all of these correspondents wishing to avoid "twisting and warping" of the boards. Some of these inquiries mention "Red Gum" only, others talk about "Tupelo."

There are three members of the Gum Family and the best behaved of these, from the kiln drying standpoint, is the Red Gum, and particularly the heart wood of this variety. The sapwood is more inclined to try to walk away in the kiln, if not properly restrained by physical force, or coaxed to behave by correct treatment.

Next, in natural cussedness comes the Tupelo Gum, which will twist more readily than the Red variety, and finally the Black Gum.

The writer has done considerable experimental and research work on a large scale during the commercial drying of large quantities of Gum boards of all three varieties and in the hope that his experiences may benefit some of the readers, will undertake to state his deductions therefrom, of necessity in a more or less condensed form.

Any Gum lumber, if it is to dry flat and without twisting, must be piled so as to prevent any desire on the part of the boards to move. The foundation must be strong and solid. Distance between stickers and foundation supports cannot be more than 16" and should preferably be about 14". Furthermore, boards of the same thickness only should be piled into the same course. A reasonable amount of sorting in this respect will pay well.

Stickers simply must be of good stiff pine or hardwood and *not less than 2" wide by 1" thick, and must be surfaced to uniform thickness.* The indifferent sticker of scrap lumber or edgings, cut 1"x1" or worse, each piece having its individual thickness, positively will not do with Gum, and should not be used on other lumber of value.

Thus we dispose of the prime essential to good drying of Gum lumber. If you fail in this, you may save the time of reading further.

Care Will Pay Dividends

With reasonable care, end checking or splitting need not be feared in the kiln with Gum lumber. The writer had caused the end splits of many thousands of boards to be marked, to determine their possible extension in the kiln, and has found that, with reasonable care these splits remained in *statu quo* (as our legal friends would say), they did not close up, as is the habit of oak, neither did they open further.

The only difficulty with Gum lumber which is real, is its naturally inborn cussedness of wishing to turn around upon itself, when it gets comfortably warm in the kiln, and then only, when the moisture begins to dry off the surface faster than it follows to the surface from within the board.

Close sticking with good stickers will hold the lumber when it softens and becomes plastic (as Gum will), when first introduced into the kiln, and later, if any tendency to warping develops.

Generally, the chief trouble is with the upper layers or courses of the piles. For this there are two causes, the first, and most important, is found in the fact that the drying conditions under the kiln ceiling nearly always are very much more severe than in any other part of the kiln. The temperature being higher, and the humidity much lower.

How to Save the Upper Layers

Therefore, if you would prevent the loss of the upper layers of Gum lumber, you must maintain such a humidity under the kiln ceiling as will prevent the drying of the surface moisture at a greater rate than the rate of transference of this moisture from the center of the boards. If this is done then the shrinkage strains will exhaust themselves in material still reasonably plastic.

The second, and less important reason (because in a large manner offset by the correction of the first), is in the fact that there is no weight above the upper layers sufficient to hold them down against the tendency to twist. Careful adherence to the advice given in the preceding paragraph will of course reduce this tendency to warp, and will in like measure reduce the necessity for physical restraint, against twisting, of the upper courses of Gum lumber.

I fully appreciate the difficulty of attempting to read a hygrometer on top of the piles of lumber in a kiln, at about 130° dry and 121° wet bulb (75% R. H.). I have tried it, and after the trial did not ask anyone else to do so.

It, therefore, becomes necessary to make a suitable provision to read the dry bulb and wet bulb temperatures of the space directly above the lumber, and as near as possible to the center of the kiln, without entering the kiln for the purpose. This seemingly difficult problem was solved in a simple, and fairly inexpensive manner.

Use Gas Filled Extension

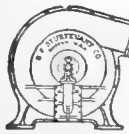
The bulb of an ordinary Recording Thermometer, having a 25" extension (important that this be filled with *gas* and not mercury), was suspended in horizontal position, about 12" below the ceiling of the kiln, in central location, and as far in (away from the door), as the 25" extension would permit. A rigid pair of brackets held this 12" bulb in position. Over this bulb was wound loosely, but thoroughly covering same, regular physicians gauze. Above the bulb thus held horizontally, was arranged a perforated 1/4" pipe, which would, when water was forced into same, thoroughly and uniformly wet the gauze on the bulb.

This sprinkling device was connected to a small reservoir suspended on the side wall of the kiln, which would hold all of the water necessary for one wetting of the gauze, and would therefore insure that the water should be of kiln temperature, a condition not essential, but desirable. The water was supplied under pressure through a 1/4" pipe from the outside of the kiln, through a three-way cock, in such a way that when the bulb was to be wetted down this cock was opened, admitting water to the reservoir line, and after a few seconds (the time necessary for the operation), the three way cock was closed to the water supply, and the reservoir line was opened to the atmosphere, so as to absolutely prevent any continued dripping of water on the gauze of the bulb. The respective levels of the three-way cock and the reservoir were so arranged as to preclude syphoning and emptying of the latter when open to atmosphere, and the connecting pipe was trapped to prevent outdoor air from entering.

The clock mechanism of the recorder was placed outside the kiln, for convenient observation, on a level with the face of the observer. A recorder with daily charts was used, but the weekly form will answer fairly well.

Method of Operation

Operation was as follows: When dry, the gauze did not in the least interfere with the dry bulb reading of the thermometer, which was taken first, and which as a matter of fact was recorded on the chart. Then the water was sent to the sprinkler above the bulb, and the gauze was thoroughly soaked, when almost instantly, the pen arm of the recorder began to move down on the scale, finding the true wet bulb temperature in about 5 to 10 minutes, and holding same for about 15 minutes, when it began to creep back to the dry bulb temperature slowly, which it reached in about one hour after all the water had dried out of the gauze. This operation was repeated about 3 hours apart during the day, and the record chart clearly indicated



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the kiln condition, the fact that this condition was regularly inspected, and when it was inspected. The gauze was renewed before each kiln run, regardless of appearance, which is very important.

Such an arrangement is very reliable, inexpensive, easy to care for, and it is most convenient. The writer has used it in many instances with best of satisfaction, and in preference to expensive recording hygrometers, when the latter were readily available.

Such an arrangement, accordingly, solves the control of humidity and temperature above the gum lumber and will reduce the loss in top layers to a minimum.

It is desirable to weigh down these top layers if it can be done, and thus stop all loss from twisting, but this requires considerable weight and special apparatus. Any such special arrangement will pay big returns where large quantities of gum lumber must be dried. This the writer can attest from actual extended experience. On one large operation requiring big quantities of wide, long (and consequently expensive) boards of gum lumber (supposedly Red Gum, but in fact anything which would cut width and length), there were available two old Nichols kilns from which the accordion heating system had been removed, but which retained the hydraulic arrangements for lifting the same.

One Way of Holding Down Gum

In these a properly subdivided heating system was installed in the spaces between the lower beams, and over same was placed a strong loading platform properly latticed. The upper frame, carried by the water rams, was extended by means of suitable I-beams, to 28' length, and on top of this was piled, properly distributed, all of the flat iron scrap, which the four rams would lift (about 20,000 pounds). Between the piling floor, the upper frame, when fully lifted, and the four rams, each kiln would hold about 8,000 board feet of gum. This latter was carefully piled, in the manner indicated at the beginning of this paper, and then the weighted platform was let down on the top of the piles which had been covered with 2" planking. The moisture content of this lumber was about 50 percent when put into the kiln. It was steamed from cold to 175° (at ceiling), and the steam

was kept slowly going into the kiln, until the 175° actually "held," all of which could be positively read on the recording thermometer, arranged as hereinbefore explained. All ventilation being hermetically sealed, the kiln was allowed to cool, at practically saturated air condition, to the starting temperature of 130° of the Madison schedule No. 3. This schedule the writer has found to be more sure of success than the severer schedule No. 2 recommended by the laboratory for red gum.

After starting, this No. 3 schedule was followed, strictly on basis of numerous moisture samples, to the end (which in this case meant 5 percent and no more), when the lumber was tested for case-hardening, and steamed for one hour to about 150°, if it required it. It was then permitted to cool below 100° before removal. The result of many such dryings in these kilns was as perfect gum lumber as can be obtained, free from any kiln loss. Not only could the lumber not move, but the pressure of the weight was so great that it could not shrink where it was held by the stickers, and most of the boards had a scalloped appearance, having shrunk between the stickers, and not at sticker contact. This at first raised the question of possible splitting of the wood between stickers, but careful examination disclosed that the fibres simply were held in tension without splitting and became set in this condition.

Could Build Special Gum Kilns

It may be remarked that these two kilns were too small for any but test purposes, which is true, but the information obtained warranted all trouble and expense, it enabled gum drying in other kilns, holding as many as 40,000 bf. each, with but minimum loss. It would be entirely feasible to construct kilns, moderately expensive, which would surely prevent the damage to gum lumber by twisting and warping, if properly operated.

For the benefit of those who are not familiar with the schedule No. 3 mentioned, same is herewith re-printed. Do not expect any results from its use, unless you are willing to make the temperature and humidity changes only on the basis of your definite knowledge of the

(Continued on page 27)

(Continued from page 23)

ure as one could well conceive, not only in moving their production, but also in getting less than 50 per cent of the cost to produce this stock. Many are the doleful tales that have come to my desk, not a few of which sternly hold me responsible for the situation.

Particularly have we underestimated the economic significance of this program of standardized dimension stock. Moreover, I am sure we have all largely failed to realize the sociological consequences which will follow as surely as the program of standard dimension is made effective. With your permission I shall devote the balance of my time to these controlling considerations. It is vastly important that we all get an adequate idea of the size of this job, and its far reaching and revolutionary effect on industrial conditions, and as an inevitable consequence, on social conditions.

Our starting point is Transportation. Transportation has always been fundamental to social progress. Wherever conquering civilizations have gone, they have gone on good roads. The Union Pacific railroad is probably the greatest piece of constructive statesmanship since the adoption of the Federal Constitution. America can put food into famine stricken districts of Russia and China more cheaply and speedily than neighboring provinces in the same countries.

The key to the New Era is still Transportation. To assume that the present high rate for carriage of low grade freights is the sole or principal factor is not warranted. For we have not only the factor of rates but also of distance. In our industry the length of haul is rapidly increasing. Neither one alone, but both combined have forced an issue which must be met. How shall we meet it?

In South Bend we have the huge cabinet shops of the Singer Sewing Machine Company. Why are these shops in South Bend? Because but a few years ago South Bend was in the heart of an "inexhaustible" supply (to use Secretary Fall's description) of white oak, black walnut, white ash, hard maple and other choice hardwoods. Now the supplies of this cabinet plant come from the far south, where their saw mills are located. The South Bend plant is merely an assembling plant for the dimension output of these distant mills.

Before I attempt to suggest how we shall meet the transportation crisis, I wish to get before you two graphic pictures of the economic forces that are compelling us to take action without delay.

First, may I ask you to give renewed consideration to the Chart on 100 per cent Utilization of the cubic content of a hardwood tree. As the explanatory foot note states, most of the work on this chart was done by the Forest Products Laboratory. But the stinger was developed by the engineers of the National Association of Wood Turners. This "stinger" shows that in actual wood fabrication, on the basis of present methods, only 17 per cent of the tree is utilized. After allowing as much as you please for fuel utilization, the fact remains that here is a simply monstrous waste. Old Man Prejudice now rises to remark: "This waste is necessary, and it can not be prevented." It has previously been observed that Old Man Prejudice is a liar, an ass and an economic prostitute.

The second picture which I wish to get before you is the unpublished Chart, prepared by the engineers of my office, on the freight wastes involved in our present method of marketing the output of a typical hardwood tree. The average lumber rate is figured at 30 cents. The factors of waste and utilization are figured on very broad and extensive runs. Against the high average of top cuts in gum we have to place the absence of such cuts in several other hardwoods, especially second growth stumpage. The freight waste is so enormous on low grades that on this day and date over 50 per cent of all the hardwood lumber in this country is valueless, except as some neighboring flooring mill or other dimension operation is able to utilize a small portion. Under the combined economic pressure of wasteful harvesting of the forest crop, long hauls and high rates, I dare make the assertion that we are not utilizing 10 per cent of the content of our trees. The lumber industry itself wavers on the verge of disaster. How can we hope to succeed in such flagrant violation of all the established laws

of business? What are we going to do with our No. 3 Common? It makes up 35 per cent to 40 per cent of our output, and seems to be on the increase, year by year.

The other side of this picture is shown by a third graphic chart. This has been published in all the lumber journals, so no doubt it comes to most of us as a complete surprise. The point of this Chart is that it shows that a hundred dollars worth each of the four commercial grades of hardwoods have substantially the same utility value at the producing sawmill. Roughly speaking, a hundred dollars worth of No. 3 Common will cut as much clear and clear one face as a hundred dollars worth of FAS. If the producing saw mill is properly connected with a modern utilization plant, the excessive waste produced by cutting No. 3 Common to standardized dimension, will fully pay the extra costs involved. We do not have to go outside the Middle West for full proof of the accuracy of this statement.

Remembering what has been done in the Singer cabinet plant at South Bend, and by many a similar operation, it ought to be easy for us to combine these three pictures into a composite picture which will clearly show what must take place in the hardwood industry, and that this inevitable Revolution of industrial practices spells "OPPORTUNITY" in capital letters. Instead of describing this picture in my words, I will give you my recollection of the picture as described by the sales manager of one of your largest member companies. Said he, "Mr. Babbitt, the irresistible logic of the Dimension Stock Program demands that hardwood lumber operations shall not only transfer the bulk of their operations to the production of standardized dimension stock, but they must go further. They must proceed to manufacture the most common units used in wood fabricating plants, and ship these units ready for assembly and finish." Little need be added to this remarkable forecast, except to point out some of the more important by-products of such an industrial evolution—or shall we say revolution?

From an economic point of view, I believe I have said enough about the possibilities of high conservation of the forest crop. These sawmill centers both hard and soft wood mills, will also be centers for the production of wood distillates, paper pulp, wood insulate and similar conservation products, which no doubt will be cooperatively produced.

Important as all these are, even more important is the fact that the realization of such a program of conservation will forthwith put the hardwood lumber industry on a continuous production basis. It means that with continuous production there will be a steady liquidation of overhead. Logging operations will cease to be a risky adventure, and will be controlled by a known, instead of a hoped for market.

A further economic gain will be in the stabilization of mill labor by means of steady employment. Moreover, a very large amount of labor will become available from the families of these employees. In other words, each considerable hardwood operation would be the home town of a stable and industrious population, where the highest ideals of citizenship are most easily established. On the other hand, to the same extent that these industrial centers are built up for the production of these primary units will there be a corresponding demobilization of the urban labor which is now performing the labor for this class of production in congested urban centers.

President Harding, voicing the alarm of every student of sociology, has repeatedly called attention to the necessity of bringing about a redistribution of the population of this country. Not only the numbers, but the kind and character of these congested populations, contribute to the gravity of this menace. By its very nature, the steel industry will always be productive of dangerous congestion. But the wood industry, steel's chief competitor for labor, fares best beside the saw mill and in the shadow of the forest from which its raw material comes. As a speaker pointed out recently at a Congressional hearing, if one would look for the maximum of average prosperity and solid citizenship, he will find it where, as in the hill country of New England, barren as it seems, most villages have comfortable wood working industries, flanked by farms, with forest clad ridges round about.

News from the National Capital

Hoover Is Attacked in Senate

Secretary of Commerce Hoover was attacked in the Senate on March 2 by Senator Norris for his recent activities in connection with trade associations.

In the Hoover-Daugherty correspondence, Senator Norris said, the decision of the Supreme Court of the United States in the Hardwood Case had been overruled. If the authorization contained in this correspondence is permitted to stand, he said, the Supreme Court might as well cease functioning and Congress might as well repeal the Sherman Act.

The activities authorized are in direct violation of the Sherman law, he contended. Senator Norris received permission to print in the Record the Supreme Court's decision in the trade association case, in parallel columns with the Hoover-Daugherty correspondence.

When the correspondence between Secretary of Commerce Hoover and Attorney General Daugherty was published recently the final letter of Mr. Daugherty had not been made public. It now has been issued and appears below:

Daugherty's Final Letter

My Dear Mr. Secretary:

Your letter of the 9th instant relating to paragraph six of the questions you previously had propounded, with reference to the activities of trade associations was duly received, and in reply thereto I will say:

Not being familiar with the practices of such associations in respect to trade names, trademarks, labels, etc., I did not clearly understand the meaning of the latter clause of paragraph six, and your explanation places the matter in a somewhat different light. However, I hardly feel that I can express assent to the adoption of a rule by a trade association or to its membership's engaging in a practice whereby the difference between trade names, trademarks, labels, etc., used by the different members of an association and questions of unfair practices arising out of such use may be determined by the association or a body constituted by it, and a resort to the courts by those believing themselves aggrieved for the determination of such questions of unfair practices, be prevented. It seems to me that if it were recognized that associations could exercise such a power, a door would be opened for the adoption of many schemes the use of which might result in the regulations of prices and the suppression of competition. The principles adopted by the courts with reference to such practices are well defined and the courts are open at all times for the redress of such injuries, while an association has no fixed principle for its guidance, and it would be inclined to take such action as best would conserve the interests of the several members.

However, I can see no objection whatever to co-operative advertising by community trademarks or trade names, as illustrated in your communication.

Yours very truly,

(Signed) H. M. DAUGHERTY,
Attorney General.

* * *

Decree to Promote Building

Improvement in conditions affecting the construction industry and relief from the housing shortage, by encouragement of activity in building throughout the country, is anticipated by the Government, according to Attorney General Harry M. Daugherty.

This condition will be brought about, he said, through the enforcement of several basic principles laid down in a decree entered in the United States Court for the Southern District of New York on February 24, which will have the effect of removing restrictions imposed by building trade unions and contractors and trade associations.

The attitude of the Government towards organized labor and associated employers is revealed by the decree. In effect, it protects the open shop and likewise condemns limitation of the productive capacity of the individual workman. It seeks to destroy the system which has compelled employers and contractors to purchase only building materials that are union-made. It would permit no discrimination against independent contractors and prohibits the

use of labor organizations for the collection of debts and claims. The decree was entered with the approval of the executive officers of the International Organization of Bricklayers, Masons and Plasterers and will be incorporated in the constitution of that union.

It is the result of an investigation conducted by U. S. Attorney William Haywood of the Southern District of New York, which extended over several months and culminated in the indictment and conviction of several manufacturers and building supply dealers, upon whom either large fines or jail sentences were imposed.

The decree lays down and adopts four basic principles:

First—There is to be no limit to the productive capacity of the individual working within the working day or any other given time.

Second—There is to be no limit upon the right of employer to purchase his materials wherever and whenever and from whomever he may choose, whether those materials be union-made or otherwise.

Third—There is to be no favoritism shown by organized labor toward employers or trade associations or contractors' associations, and no discriminations are to be indulged in against the independent employer who may not be a member of such an association.

Fourth—The labor organization is not to be used or permit itself to be used by material men or contractors or sub-contractors as an instrument for the collection of debts or enforcement of the payment of alleged claims.

* * *

Reports received by the Interstate Commerce Commission show that during 1921 there was a falling off in the freight traffic of the country of approximately 23.3 per cent, compared with the volume of the previous year. The decline was the greatest, both relatively and absolutely, that the railroads of the country ever have suffered in the course of a single year.

The net ton miles, the number of tons of freight multiplied by the number of miles carried, totaled 344,167,000,000 during the past year, or 104,390,000,000 less than in 1920.

(Continued from page 25)

moisture content of the lumber as evidenced by several (not merely one) samples, which have been most carefully tested. In other words, if you expect results, don't try to get same by guessing. You would not set your tools by guess. Please realize that kiln drying has become an almost exact science, requiring exact measures to produce exact results. The days of the lumber jack, yardman, expert dry kiln operator are passing fast, facts must rule the kiln, not guess work.

Such drying as here advised may call for more drying time, and consequently more kiln capacity, but the ultimate saving will be found to warrant the increased care and investment.

Forest Products Laboratory Schedule No. 3

Moisture Percent in Wood	Dry Bulb Temperature Deg. F.	Wet Bulb Temperature Deg. F.	Relative Humidity Percent
80	130	121	75
75	130	121	75
70	130	121	75
65	130	121	75
60	130	121	75
55	130	121	75
50	130	121	75
45	130	121	75
40	135	124	70
35	137	124	70
30	140	126	65
25	145	128	60
20	160	127	50
15	155	124	40
10	160	115	25
5	160	115	25

Who's Who in Woodworking



J. B. Bartholomew

(Left)

*President
Avery Company, Inc.
Peoria, Ill.*

If ever a man was fitted for a position by natural aptitude and long training J. B. Bartholomew is fitted for the presidency of the Avery Company of Peoria, Ill. He literally began his career from the ground up and it is from this solid basis that he has risen to be one of the best known tractor and motor farming machinery inventors and builders in the country. He knows every phase of tractor use and manufacture and his thorough mastery of his chosen field of labor is acknowledged by the members of the implement and tractor industries in the esteem, confidence and personal leadership which they accord him.

(Continued on page 30)

W. H. Stackhouse

(Right)

*General Manager
French & Hecht
Davenport, Ia.*

The advisory committee of the National Association of Farm Equipment Manufacturers comprises the Brahmins, in the sense of being old in wisdom and experience, the patriarchs, of the vast farm equipment manufacturing industry. W. H. Stackhouse, general manager of the French & Hecht Company, Davenport, Ia., and Springfield, O., is the chairman of this committee. He succeeded to that position last October at the annual meeting of the association when he retired from the presidency, which he held during 1920-1921.

Mr. Stackhouse has been connected with the French & Hecht Company, of which he is one of the general

(Continued on page 30)



Long-Bell

AN ACCIDENT

Due to an accident in the press room a form was wrecked, and in re-assembling, the pressmen inserted the engraving of Mr. F. R. Todd, Deere & Co., on page 28 of current issue, instead of Mr. J. B. Bartholomew of Avery Company, Inc.

Your indulgence is asked.

HARDWOOD RECORD

*Distinctive
in
Manufacture
Texture
Grade
Quality*

RED GUM
SAP GUM
BLACK GUM
TUPELO
WHITE OAK
RED OAK
YELLOW POPLAR
ASH, ELM
CYPRESS
HICKORY
MAGNOLIA
MAPLE, BEECH
HOLLY
BASSWOOD

turer

EXCEPTIONAL stands of hardwood timber, modern band mills, faithful adherence to high standard of workmanship, strict observance of the grading rules and dependable service have enabled The Long-Bell Lumber Company to designate its hardwood products as distinctive in manufacture, texture, grade and quality—and they bear the Long-Bell brand.

Long-Bell Hardwoods are Cut Exclusively in the Saline River District of Arkansas and the Bucatanna Basin Region of Mississippi. All Commercial Sizes Available in Any Quantity.

The Long-Bell Lumber Company
R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY MO

Who's Who in Woodworking



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(Continued on page 30)



Long-Bell

Southern Hardwoods

*Distinctive
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Texture
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RED GUM
SAP GUM
BLACK GUM
TUPELO
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MAGNOLIA
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BASSWOOD

For the Manufacturer

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Who's Who in Woodworking

(Continued from page 28)

J. B. Bartholomew

Mr. Bartholomew was born on a farm one and a quarter miles north of Elmwood, Peoria county, Ill., in February, 1863. He may be said to have inherited an interest in labor-saving farm machinery, for his father was a pioneer user of such devices and a most enthusiastic advocate of them. He kept the equipment on his farm always abreast of the latest improvements and this afforded his young son a great opportunity to early become expert with these devices. When young Bartholomew was fifteen he knew his father's threshing machine like a machine gunner knows his gun. He was also one of the first in his part of the country to operate a straddle-row cultivator, as his father was the purchaser of the first machine of this kind in Peoria county. His father was always a progressive buyer of harvesting machines and mowers from the first hand-rake types up to and including the evolution of the modern twine binder.

Young Bartholomew familiarized himself with the mechanical upkeep and field operation of every new development of farm machine or implement that came onto his father's farm. When the first steam tractor arrived in his township in 1879 he took to it like a duck to water and there was not a threshing bee in those parts at which he was not counted "among those present" in a very practical capacity.

The spring of his seventeenth year he attracted the attention of C. M. Avery by the facility with which he was operating on his father's farm one of the first Avery planters furnished to farmers. Mr. Avery was then canvassing the country in the interest of his company's implements. The next December he hired young Bartholomew to work at the company's plant at Galesburg, Ill. During the remainder of that winter, the young farmer from Peoria county labored in the factory, warehouse and yard of the Avery plant, taking the first steps up the ladder toward the presidency of the company.

His devotion to his "job" (Mr. Bartholomew insists this was a "job" and no "position") caused Mr. Avery, in April, 1880, one year later, to assign him to territory in Illinois, Missouri and Iowa, to move from place to place on letter and telegraphic orders, setting up and starting corn planters and check rows on the farms. After ten weeks of successful work along these lines, he was called back to the factory, given a vacation of two weeks to visit his folks on the farm and then sent out on the road to make exhibits of Avery machines at the fairs. In the autumn of the same year he was promoted to the position of salesman and factory representative to take orders and contracts from dealers.

From this position Mr. Bartholomew climbed steadily from one place of responsibility to the other until he reached finally the highest post in the gift of the company. He remained in Iowa for ten years in charge of a branch house of the Avery company, building up the business of the company in that section until the Iowa branch became one of the most important of its distributing points.

Upon the death of R. H. Avery, in September, 1892, he was called back to Peoria to take charge of the Traction Engine & Thresher Manufacturing Division of the Avery Company, made a member of the board of directors, and elected vice-president of the company. Mr. Bartholomew continued in these capacities until the death of C. M. Avery in 1907, by which time the business of the Avery Company had reached in volume nearly a million dollars a year and the capital stock had been raised from \$200,000 to \$600,000. He was elected president of the company in 1907.

Shortly before the expiration of the charter of the original company, Mr. Bartholomew effected the necessary reorganization under the name of "Avery Company" with a capital stock of \$2,500,000.

Under his able direction the big company has continued to grow and prosper and is second to none in its field in its progressiveness. As an instance of this progressive spirit, it has kept pace with the

evolution of the steam tractor to the gas tractor and has developed an Avery gas tractor for every size farm, thousands of which have been marketed in every state in the Union and eighty-one foreign countries. Mr. Bartholomew, through his world-wide organization, keeps in closest touch with actual users of tractors operated under all kinds of conditions and is fully conversant with every innovation as fast as it makes its appearance.

W. H. Stackhouse

partners, since 1898. For a number of years he was manager of the Springfield, O., plant of the company and recently he was promoted to general manager of the business at both Davenport and Springfield. He moved from Springfield to the headquarters of the firm in Davenport on March 1.

Mr. Stackhouse is a practical expert on economics, especially the industrial and taxation phases of the science. Early in 1921 he made an exhaustive study of the grave problem of the revision of our federal methods of taxation. The important recommendations for the improvement of the Government's fiscal policy, which he formulated as a result of this study, were published in *HARDWOOD RECORD* on February 10. The paper was prepared by Mr. Stackhouse at the request of members of Congress and is known to have reached the eyes of President Harding.

Mr. Stackhouse is a member of the National Industrial Conference Board, New York City. He has been more or less active in the Chamber of Commerce of the United States since its inception. In addition thereto he has always endeavored to respond in matters purely commercial, industrial and economical, in Washington, whenever called upon to do so.

Nickey Returns from Pacific Northwest

S. M. Nickey, president of Nickey Brothers, Inc., at Memphis, is just back from a trip covering about a month to Vancouver, B. C., where the Capilano Timber Company, of which he is president, has extensive timber land holdings. It is now engaged in cutting this timber and selling it in the open market. It is disposing of the greater portion of its output to mills in that territory but it is exporting considerable quantities of cedar to Japan.

Mr. Nickey says that business conditions along the Pacific coast are splendid, largely as a result of the good export demand from Japan and the big movement of lumber via the Panama canal to the Atlantic Seaboard. He brought back with him a clipping from one of the Vancouver papers showing that exports to Japan during 1921 amounted to 378,000,000 feet compared with 50,000,000 feet in 1920 and that shipments via the against 75,000,000 the previous year.

Lumber Trade Customs

Note: The decisions printed below are rendered by the Arbitration Committee of the American Wholesale Lumber Association

Omissions in Acknowledgments Do Not Alter Orders

THE FACTS: A southern wholesaler and manufacturer received a circular from a commission man offering certain orders and on December 15, 1920, wired the latter that he would accept one of these orders and asked that shipping instructions be sent him promptly. The order in question called for a mixed car of dressed yellow pine.

On December 18 the commission man's customer, a northern wholesaler, mailed the seller a formal order covering the transaction, specifying therein that all stock was to be kiln dried short leaf yellow pine. The order was received by the seller on December 20, his formal acknowledgment mailed buyer the same date, and the latter was received by buyer on December 22. Seller failed to specify "kiln dried" in his acknowledgment, having overlooked this specification in buyer's formal order. The commission man's offer likewise failed to specify "kiln dried" through oversight.

Shipment was made on December 31, and was in accordance with buyer's formal order, with the exception that 2,046 feet of 1x12 No. 1 common S2S to 1" was shipped out of "air dried" instead of "kiln dried" stock.

Upon arrival of shipment at destination the item of 1x12 was rejected by buyer's customer. Seller was promptly notified on February 1, whereupon he acknowledged having shipped "air dried" stock in this item and

brought buyer's attention to the fact that seller's acknowledgment did not specify "kiln dried" stock. However, seller asked buyer to have the stock examined and advise as to the best settlement that could be made. After considerable correspondence an agreement was reached between the parties to settle on a basis of \$25 per thousand reduction on the amount complained of, or a total of \$51.15. Debit memorandum for this amount was sent by buyer to seller on April 13, 1921. On the same date seller wrote buyer that although he had authorized settlement on the basis mentioned, he nevertheless felt the loss should be divided equally between them.

THE DISPUTE: The seller contended that it was the duty of the buyer to have carefully checked seller's acknowledgment of the order and to have promptly notified him of any discrepancy found therein. Having failed to do this seller contended that, although at fault himself through failure to note that buyer had specified "kiln dried" stock, the latter was likewise partially responsible for reason stated, and should, therefore, bear a part of the resulting loss. Seller further contended that he was led to believe from commission man's circular that the item in question was not required to be "kiln dried" and that the price offered was seller's price for "air dried" stock.

The buyer contended that his order specified clearly and definitely that all stock was to be "kiln dried"; that there had been no direct and previous communication pertaining to the transaction between the buyer and the seller; that the buyer was in nowise responsible for errors or omissions on the part of the commission man in the transaction, and that the seller was placed on due notice of the fact that the stock must be "kiln dried," irrespective of what impression seller may have gained from the circular received from the commission man. Buyer further contended that, in view of the fact that no definite objections were made to the terms of his order, he had every right to assume that it was not the purpose or intention of the seller to make a material variation in its specifications, and that, therefore, he should not be called upon to presume error or omission on the part of the seller, and that therefore the seller should assume full responsibility for the loss as per agreement.

THE DECISION: It is held: First—That seller by accepting and shipping buyer's order, without making specific objection to any of the specifications therein contained, thereby implied acceptance of all its terms, conditions and specifications, even though he overlooked enumerating all details in his formal acceptance.

Second—That seller therefore breached the contract by shipping "air dried" instead of "kiln dried" stock on the item in dispute and is therefore responsible to buyer for the loss resulting from such breach.

It is therefore held: That seller should pay buyer the sum of \$51.15 with interest at legal rate from April 13, 1921.

The Mail Bag

B 29—Heated Flooring Warehouse?

"Cincinnati, O.—Editor Hardwood Record: We are figuring upon putting up a warehouse for storing hardwood flooring in the best possible manner. We have no very severe winters here but rather have a great deal of wet weather throughout the winter and early spring. Should this warehouse be heated or not? Would it be better to have a concrete or cement floor or a wood floor on joists and elevated above ground sufficient to allow free circulation of air underneath?"

So far as the matter of warehousing of hardwood flooring is concerned, the writer has, of course, visited many flooring warehouses and does not recall any which did not give evidence of a heated arrangement. It has always been the writer's contention, though, that any wood product can best be maintained in the state of proper temper by regulation of humidity which can be regulated through temperature, at least to a fairly satisfactory extent. For instance, warm air is in more expanded condition than cool air and thus will absorb more moisture. Therefore when conditions are humid it naturally will decrease the humidity in any given chamber of air and increase the temperature, allowing for overflow of surplus air as the temperature increases. Personally, as stated, the writer believes that a certain measure of temperature control is desirable.

As to the use of concrete as compared to wood floors, we are personally of the belief that you would find mill construction to be satisfactory for all practical purposes. However, we do believe that in any case it would be well to allow for free circulation of air underneath the floor. In the event that you use concrete, we believe that it should be well protected against moisture. The writer has frequently seen concrete floors built with a layer of tar or tarred paper, or some similar moisture-resistant material which gives very satisfactory guarantee against moisture absorption.

One advantage of the concrete construction is, of course, that after you once get it regulated to the proper temperature it is more apt to stay at the desired point than the mill construction which obviously will give off its heat more frequently. Side walls in each case, we assume, would be of brick which should be quite satisfactory.

We will be pleased to publish this part of your inquiry in our next issue and to call the attention of certain flooring people to it without specifically mentioning your name, and see if we can get any further information for you on the subject.—EDITOR.

B 25—Has Mixed Hardwoods

W. Va., Jan. 13.—Editor HARDWOOD RECORD: We are looking for a market for material running largely 7x1 and 1 1/2, small percent 10 to 30" long. This would be mixed hardwoods and small percent oak, larger percent would be clear. We accumulate this in the manufacture of tin plate box rails, and will make reasonable price to anyone interested.

—COMPANY.

B-66—Know Anything About "Camalak?"

One of our subscribers has sent us an inquiry about a wood known as "Camalak." Rumor hath it that this wood comes from a section of Europe known as the "Near East." If any of our readers have ever heard of this wood or know anything about it, we would appreciate hearing from them.

Clubs and Associations

Canadian at South Bend Club

Fully fifty members and guests of the South Bend Hardwood Club attended the regular meeting and luncheon at the Indiana Club rooms Monday, February 18. The guest of honor and principal speaker was A. E. Clark of Edward Clark & Sons, Ltd., of Toronto, Ontario, president of the Canadian Lumbermen's Association.

Mr. Clark stated that conditions in Canada were quite similar to those in this country. One of the greatest difficulties was the high freight rates, which make it impossible to move low grade lumber to distant markets, causing an accumulation of the lower grades or compelling sales at prices far below the cost of production. This in turn has forced many mills to discontinue operation entirely, causing a scarcity of the upper grades and consequent high prices.

He also estimates that because of the inability to dispose of the lower grades at reasonable prices the cut of hardwoods in Canada would not exceed 50 per cent of normal.

Mr. Clark expressed the general feeling of friendliness which exists between the two countries, and now that the exchange difficulty was greatly diminished he hoped that no tariff barriers would be built up which might prevent an increase in the volume of business between the two countries.

Simonds Urges Study of Science of Business

A brilliant plea was made to members of the Lumbermen's Club of Memphis, at their regular monthly meeting March 4, by Alvan T. Simonds, president of the Simonds Manufacturing Company, of Fitchburg, Mass., to devote more time and study to the underlying science of business in order that they might be in position to more intelligently gauge what conditions for the future will be.

"You owe it to yourselves, your community, your state and the nation," he said with vigorous emphasis, "to acquaint yourselves with the underlying science and principles of business because they are unchangeable and because they furnish the only means of intelligently forecasting what the future has in store for you."

Mr. Simonds was the honor guest at the meeting. He is making a tour of the country studying and lecturing on business conditions for the future and his address was warmly received.

He did not favor licensing of business men on the basis of proven fitness, but he pointed out that it is unfortunate for the country as a whole that, while doctors, lawyers, plumbers, boilermakers and many others were required to secure licenses, business men were permitted to go into business without any knowledge of the principles and science thereof, frequently with detriment to themselves and to others who dealt with them. He advocated that business men send their sons to some high-class college or school teaching the theory of business before turning them loose on the world.

Mr. Simonds told the lumbermen that their business would be better in 1922 than it was in 1921, but that any improvement now would prove rather temporary. He exhibited charts showing the range of the cost of living and commodity prices for the past seven years and he declared that business conditions in this country will not be good until the farmer is able to sell his products at a price that represents a fair exchange for the commodities he has to buy because the farmers represent practically 50 per cent of the population of the United States and because they play such an important part in the prosperity of the country. He also asserted that until commodity prices as a whole and the cost of living are closer than at present stabilized business conditions will probably not be experienced.

President Thompson requested T. E. Sledge, of the sales committee of the club, to ascertain whether or not the sales code committee appointed by the National Hardwood Lumber Association, of which Earl Palmer is chairman, had yet formulated a code and to procure a copy thereof for submission to the next meeting if it had been formulated.

J. H. Townshend, chairman of the traffic committee, told the lumbermen that the new rates on hardwood lumber to Central Freight Association territory would become effective March 13-15 and that those to Eastern Trunk Line territory would go into effect about March 25.

EVERY LUMBERMAN
LOGGER, MANUFACTURER, WHOLESALE,
RETAILER, AND ALL OTHERS CONNECTED
WITH THE INDUSTRY
SHOULD ATTEND
THE FOURTH
AMERICAN LUMBER CONGRESS
AT CHICAGO
APRIL 6 AND 7, 1922

Hoover Invited to Address Lumber Congress

Secretary of Commerce Hoover has been invited to address the American Lumber Congress in Chicago on the evening of April 5 at which time it is planned to hold a dinner in the Congress Hotel to which will be invited not only those in attendance at the Lumber Congress, but delegates from all over the country attending the National Construction Conference which is planned to be held in Chicago during the week of the American Lumber Congress.

This will give the lumbermen an opportunity to acquaint themselves with conditions in all parts of the building industry throughout the country, and should be a valuable additional feature of the Lumber Congress.

National Construction Conference to Join Lumber Congress

The National Lumber Manufacturers Association has invited the National Federation of Construction Industries to hold its National Construction Conference in Chicago in April during the week of the American Lumber Congress. Plans for this purpose are under way. The National Federation of Construction Industries comprises all elements of the building industry with the exception of building trades labor. It includes organizations of building material producers, contractors, architects and engineers.

This is the first time that an opportunity has been created for the lumbermen in attendance at the Lumber Congress to also get in first hand touch with general building conditions throughout the country.

National Wholesale Lumber Dealers' Plans Are Elaborate

There is every indication that the thirtieth annual meeting of the National Wholesale Lumber Dealers Association to be held at the New Willard Hotel, Washington, D. C., March 22 and 23, will be very largely attended. Secretary W. W. Schupner reports that correspondence with members, and other association officers, demonstrate a widespread interest in the convention.

Business will be liberally interspersed with social arrangements and in a manner permitting members and guests to enjoy the surroundings in the National capital during their few days' stay. The business sessions will be pointed and the program is mapped out with a view of obtaining an expression from the members on the association's distinctive membership privileges.

The convention will be opened on Wednesday morning by an address from Secretary of the Interior, Albert B. Fall, the address of President John W. McClure, address and a statement from the Secretary outlining the accomplishments during the year will probably conclude the morning's business with the announcement of the Committees.

W. DuBois Brookings, manager of the Natural Resources Department of the Chamber of Commerce of the United States and A. E. Dodd, manager of the Department of Distribution, will each convey a timely message outlining the opportunity of further cooperation through the association. Committee reports will be confined to active committees, eliminating entirely tiresome perfunctory reports.

The banquet on Wednesday evening will be up to the National's usual standard. President McClure will act as toast-master, the speakers being Hon. George Wharton Pepper, U. S. senator from Pennsylvania and Col. H. C. Osborn, C. M. G., Ottawa, Ontario, both renowned and distinguished after-dinner speakers. As usual, the ladies will participate with the men in the banquet and listen to the after-dinner speaking. A dinner dance will be tendered on Thursday evening, March 23, dinner being served

at eight o'clock and the menu so arranged as to permit dancing during the service, thereby providing a full evening's enjoyment.

Watching Lumber Statistics Developments

The National Lumber Manufacturers Association is keeping in close touch with developments with reference to statistics of industry desired to be secured by the government. Recent decisions and negotiations between the Department of Justice and the Department of Commerce have added impetus to these activities.

The Forest Service acting in response to a resolution of the recent Agricultural Conference suggests the consideration by the lumber industry of the desirability and practicability of the current compilation and dissemination of lumber trade information by the government either through the Bureau of the Census, Department of Commerce, which now publishes the monthly Survey of Current Business; or through the Forest Service, or through the Bureau of Markets of the Department of Agriculture.

The proposal of the Federal Trade Commission to secure reports including prices, costs, production, shipments, profits, etc., from basic industries was suspended on the ground that it could not be accomplished through voluntary cooperation of these industries, until such time as the courts may decide the authority of the Commission to require the furnishing of such information. The Commission expects an early decision from the U. S. District Court. It will immediately appeal any adverse ruling.

With the Trade

Rate Stabilization Conference Postponed

The joint meeting which was to have been held in New York, February 28, by committees representing the National Lumber Exporters' Association and the freight managers of the trans-Atlantic steamship lines to discuss rate stabilization and various other matters of special interest to the shippers, had to be put off because several other of the western members of the committee found it impossible to come East at the time. F. T. Turner, of the Turner-Farber-Love Company of Memphis, and Lucas E. Moore, of the Lucas E. Moore Stave Company of New Orleans, were mentioned as among those whose business engagements would not permit them to attend. Another date for the conference has not yet been set, but the committee is being canvassed as to the time most convenient. The joint meeting is regarded as an event of the highest importance for the exporters in that it is expected to make positive progress toward a settlement of the problems now confronting the trade.

Export Corporation Formed in Texas

The International Lumber & Export Company, Inc., has been organized and executive offices opened at Beaumont, Texas. This company has taken over all transactions, contracts, etc., of A. Milch, in whose name the business was conducted pending the organization of this company. The company is primarily engaged in the exportation of yellow pine lumber, timber and hardwoods. The officers are A. Milch, president; W. J. Crawford, vice-president, and R. W. Deshon, secretary and treasurer.

Fire Damages Keene Company

A loss estimated at \$30,000 was suffered by the Keene Manufacturing Company, at Crothersville, Ind., recently, when fire destroyed the dry kiln, a small office building and the main building. The company, formerly known as the Benham-White Company, had conducted a sawmill and manufactured plow handles, spokes and barrel headings, but the Keene Company took charge January 10 and had intended making wooden toys. The plant was to have resumed operations the day of the fire, after having been shut down for the past few weeks.

Plan to Make 40,000 Truck Bodies Yearly

A new type of motor truck body manufactured by the Martin-Parry Corporation, of York, Pa., will be placed on motor trucks of the Willys-Overland Company through a contract just closed.

The Indianapolis plant of the corporation will make the greater number of the 40,000 bodies a year that it is expected will be produced. The mills at York, Pa., will make the remainder, it was said.

It is believed that the Martin-Parry Corporation also has working agreements with the Chevrolet and Ford companies, and is figuring on a contract with the Buick Company.

Chapin Spahn, general manager of the Indianapolis branch of the corporation, said plans are being considered for the construction of a large lumber mill in Louisiana, where crude lumber used for manufacture of vehicle bodies, would be cut and trimmed, before being sent north.

Although the cost of the proposed new mill has not been decided on, Mr. Spahn said it probably would be large enough to cut and trim 4,000,000 or 5,000,000 feet of lumber annually.

Ritter Hardwood Company Cutting Large Tract

The big mill of the Ritter Hardwood Lumber Co., Inger, W. Va., has placed in operation and begun cutting on the 15,000 acres of virgin hard-

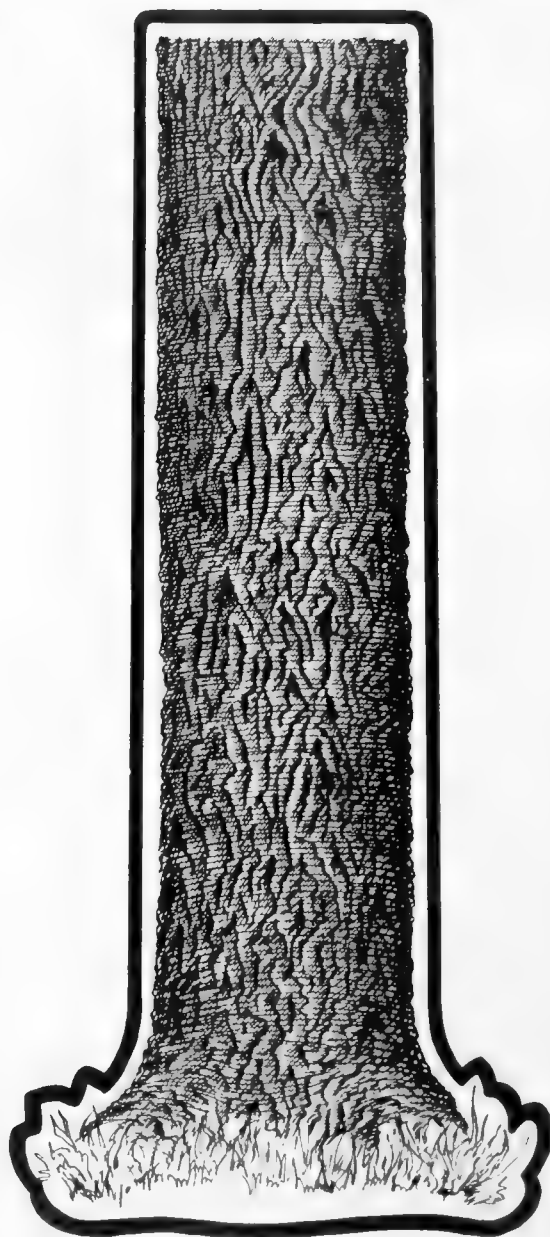
Selected Timbers

Operation of our four band mills require
a constant supply of high grade timber.

Selection of Veneer logs are made
from the choice of this supply.

Consider the valuable asset this
double selection lends to
the manufacture of
our Superior
Veneers.

An order will convince



WOOD-MOSAIC COMPANY

INCORPORATED

Representative
H. ROBERTSON
232 Lyon Street, N. W.
GRAND RAPIDS

LOUISVILLE
KENTUCKY

Representative
GEO. W. STONEMAN & CO.
845 Erie Street
CHICAGO

The Veneer Dryer recommended by the largest and best mills—



Ask any user about the quality of dried veneer; the output compared with rated capacity; the dependability of operation—

Ask, for instance—

Wood-Mosaic Company
St. Louis Basket & Box Co.
Breece Mfg. Co.
Southwestern Veneer Co.
American Plywood Corp.
Southern Veneer Mfg. Co.
The Mengel Co.
Penrod-Jurden Company

Our catalogue No. 57 explains the "Proctor" Dryer in a concise way that will save your time. Send for a copy—free of any obligation.

PROCTOR & SCHWARTZ, INC.

Formerly the Phila. Textile Mach'y Co.
PHILADELPHIA, PA.

wood forest in McDowell and Wyoming counties, W. Va. This mill has a six-year cut before it on this tract, according to R. L. Ellis, superintendent of the C. L. Ritter Lumber Co. of Whitewood, Va., and the Ritter Hardwood Lumber Co. When the job has been completed the company will have constructed thirty miles of narrow gauge railroad, which Mr. Ellis believes will be converted to standard gauge soon after the tract has been cut over.

Employers of the Ritter Hardwood Lumber Co. have been busy for the past eighteen months putting this large plant in readiness, constructing the mill, putting down five miles of narrow gauge railway. Two hundred and fifty men are now at work getting out the timber for the mill. The Jaeger plant is said to be larger than the one at Whitewood. It has a capacity of 40,000 feet per day.

New Hardwood Rates Go in March 13 to 15

The Southern Hardwood Traffic Association is in receipt of advices from Washington that the new rates on hardwood lumber will become effective to destinations in Central Freight Association territory March 13-15 and to destinations in Eastern Trunk Line territory March 25.

J. H. Townshend, secretary-manager, is authority for the statement that the Interstate Commerce Commission had recently refused the carriers extension of the period for putting the new rates into effect and that the delay that has occurred is due to the physical inability of the railroads to issue the necessary tariffs. The new rates were to have become effective March 6, according to the ruling of the commission.

The association is preparing to issue a tariff sheet showing the new rates from and to all important points and Mr. Townshend says that this will be ready for distribution about March 18.

May File Overcharge Claims Until September

Shippers of hardwood lumber have until September 1, 1922, to file claims for over charges arising under Federal control of the railroads as the result of the passage of the bill by Congress granting an extension of the time limit therefor.

They also have a year, from the date of the award of the Interstate Commerce Commission, for the enforcement of the collection of such awards in the case of claims for reparations originating prior to March 1, 1920, as a result of the passage of the same measure.

The bill, however, did not extend the time for the collection of "loss and damage" claims arising under Federal operation of the railroads and these expired, by statute of limitations, Feb. 28.

The Southern Hardwood Traffic Association, which urged passage of the new law, is well pleased with the results obtained. It points out that the bulk of the claims of members of this body is in overcharges and reparations and that the amount involved in "loss and damage" claims is comparatively small.

Canadian Surcharge Three Per Cent

The Southern Hardwood Traffic Association advises its members that the surcharge on shipments of hardwood lumber and forest products to Canada during the last half of February, 1922, amounted to 3 per cent.

Baltimore Exports Moderate

Exports of lumber and logs from Baltimore during January were of proportions that must be considered fairly encouraging. To be sure, no remarkable totals were attained, but the aggregate declared value of the shipments compares quite well with those for most of the months last year. In fact, it is considerably in excess of the low months, and suggests that the feeling on the other side is better as to the future of the business.

Charles A. Goodyear, Pioneer Lumberman, Dies

Charles Adams Goodyear, a pioneer in the lumber industry, who for years was identified with some of the largest interests in the Northern, Southern, and the Pacific Coast producing sections, died February 12, at his home in Pasadena, Cal. Funeral services were held in Chicago, February 18, and burial was in Oakwoods.

Charles Adams Goodyear was born in Brooklyn, N. Y., September 22, 1849, and when but a boy he moved with his parents to Portage, Wis. He graduated from high school and for a time was engaged with his father, Darius Adams Goodyear, in rafting logs down the Wisconsin River. In 1876 Mr. Goodyear and his father entered into partnership under the firm name of D. A. & C. A. Goodyear with headquarters at Mather, Wis. In 1883 the company erected one of the largest sawmills in the northwest at Tomah, Wis., rebuilding it in 1909 and converting it into one of the first electrically driven plants in the country. The plant later was moved to Picayune, Miss.

In the meantime, Mr. Goodyear had purchased the interests of his father, and in January, 1906, the company was incorporated under the name of the C. A. Goodyear Lumber Co., of which C. A. Goodyear was president, and Miles A. Goodyear, his son, secretary. Since that time, however, the latter has succeeded his father as president of the company. In 1916 the Goodyear Lumber Co. of Wisconsin was transferred to the C. A. Goodyear Lumber Co., of Delaware. Its activities are chiefly confined to large timber holdings in the South and on the Pacific Coast. The company now has active operations in redwood timber in California, and fir and spruce timber in the State of Washington.

Mr. Goodyear is survived by his widow, Mrs. Henrietta Goodyear, two daughters and one son—Mrs. Belle G. Hodges, of Pasadena, Cal., Mrs. Lamont Rowlands, of Boston, and Miles A. Goodyear, of Chicago. During the past twelve years Mr. Goodyear had made his home on the Pacific Coast.

Efficient Layout for Medium Sized Furniture Factory

By Alec Williams

THERE are a great many firms in the furniture manufacturing business that are not in the million dollar class, and as efficiency in production methods is just as important a factor in their plants as it is in the factories of the very large concerns, perhaps the plan reproduced herewith will be of interest to them. I have been in a great many furniture factories, big and small, and I consider this about one of the best arranged medium-sized plants I have seen.

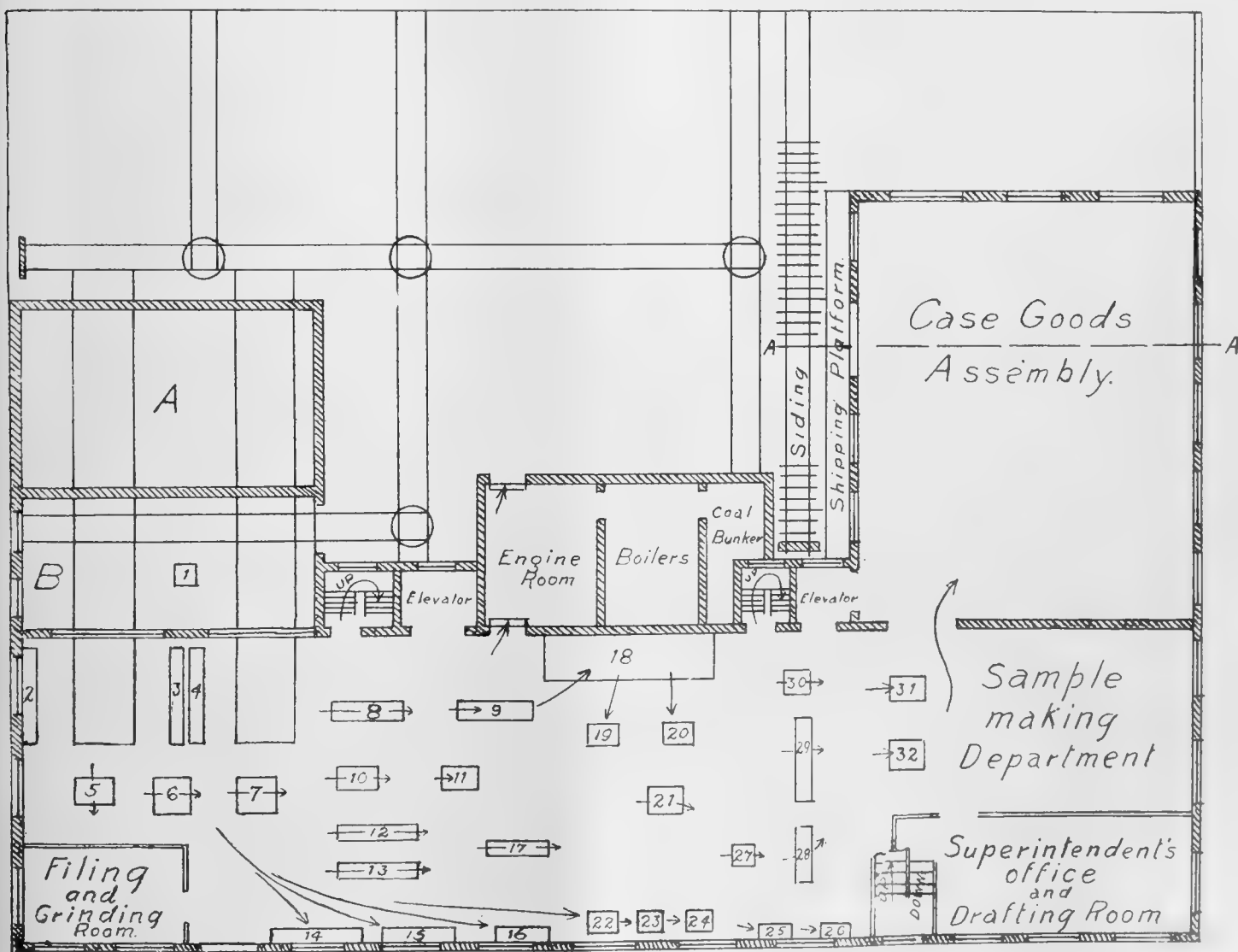
It was not all built at once, but in co-ordinating the various parts the owner of the plant has shown good judgment. Both case goods and chairs are manufactured in this plant. The name of the concern—the Blank Chair Company—would lead anyone to believe that chairs were the only product. They were at one time, but now the company's line embraces quite a range of medium-priced case goods.

Considerable skill is called for in laying out a plant in which both case goods and chairs are to be manufactured. It is a difficult matter to tell just where to separate the machine operations, as a good deal of special equipment is required to prepare chairs for the assembling operations and this equipment would be in the way in the ordinary machine room.

In this plant I have reference to, the chairs and case goods are produced without any friction whatever. The stock for the chairs is cut up in the same break out room as that for the case goods and the two pass along together until the chair stock reaches the point where it is ready for the special equipment peculiar to chair work. This equipment is located directly above the machine room shown in the drawing on the second floor. The stock reaches this department by the elevator shown near the break out department. The assembly benches for chairs are located around the walls of the department on the second floor and when the chairs have been assembled they go to the finishing room by the same elevator and thus they do not come in contact with the case goods again until they reach the shipping room.

Doubling Back Is Minimized

One of the outstanding features of this plant to my mind is the minimum of doubling back, in spite of the different nature of the stock handled in the machine room. Starting where the lumber first enters on the company's property, at the railway siding shown, it can be piled in the yard if desired, or, it can be taken direct to the dry kilns via the transfer tracks shown. Then when the



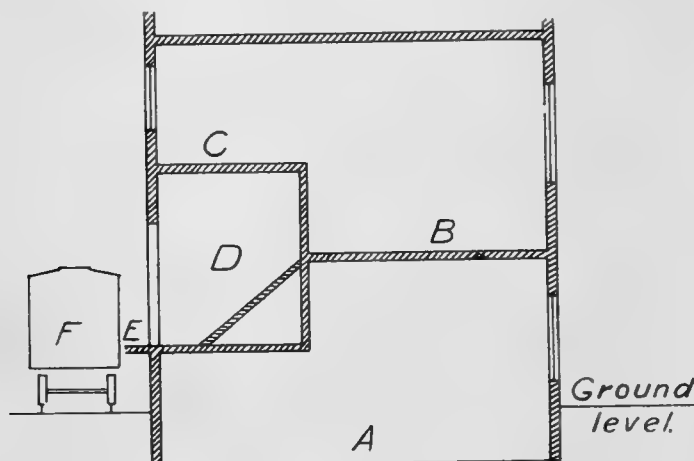
An Efficiency Layout for a Medium Sized Furniture Factory

dry kiln has done its job the cars are run out into the cooling or tempering shed shown at B on the plan; A being the dry kilns.

This cooling shed is entirely covered in and is provided with ample light by means of sky lights in the roof, it being only a one-story building. Transfer tracks within the shed permit the cars of lumber to be handled easily. If it so happens that the particular grade of stock required is not on the car at the front, it can be easily switched to bring it to the front. A double surfacer, No. 1, is located in this shed (shed is a misnomer as it is really a part of the plant) for the purpose of light-dressing the lumber or cleaning it off just sufficiently to make the figure easily visible to the men at the swing saws.

This is considered good practice nowadays, although some firms consider it a waste of money and prefer to take a chance on their men having very penetrating eyes. Even if they are able to distinguish the grain of the wood with the naked eye it is almost an impossibility to tell what color the wood will be when it is dressed. The longer I live and the more I travel, the more I am convinced that we get in this world just exactly what we pay for. If certain manufacturers prefer to try and save money, therefore, by trusting to their men's eye sight, they will probably get just what they pay for.

When the lumber is unloaded from the kiln cars to be passed through this double surfacer, it is not usually reloaded on the car but is carried to the men at the swing saws by means of a gravity conveyor. There is a good deal of stock used which does not have to be passed through the surfacer and it is run right into



A Section Through the Case Goods Assembly Department

the plant by means of the transfer tracks, and spotted at the swing saws. Practically all of the stock for turnings comes under this heading.

Progress of the Stock

There are three swing saws, Nos. 1, 2 and 3, on the plan. From these the stock passes to the chain feed rip saws, 6 and 7, or to the resaw, 5, if it is to be resawed for panels or chair backs. Squares for turnings go to the back knife lathes, 13 and 14, or else to the automatic turning and shaping lathe, 15. From the lathes these turnings go direct to the chair room upstairs, unless some of the output of the automatic lathe may be billed for the case room. The necessary belt sanders are located in the chair department, and those required for finishing up the stock for case goods are in that department. The other special equipment in the chair department includes angle boring machines, chucking machines, relishers, clamps, etc.

In addition to the case clamps in the case room there are belt sanders, disc sanders for fitting drawers and other small tools. Accurate machine work is demanded by the owner of this plant as he realizes that on medium priced goods it is necessary to cut out all bench work. Therefore, the operations in this department are confined to assembling. The owner of this plant has

a motto which he is forever impressing on his men and that is that the buyer of medium priced or cheap furniture is entitled to get furniture constructed in a workmanlike manner. In other words; any economizing that is done must be accomplished by efficient machine work. Any slip shod methods or faulty workmanship are condemned in no uncertain manner. This consideration for the final purchaser, or ultimate consumer, is certainly commendable, and in addition to this, it has proved profitable.

One of this company's travelers told me not long ago that one thing he never fears is that a furniture dealer will call him into the store to show him defective work. Formerly, while traveling for another company, it seems this was one of the bugbears of his life.

Use Surfacers on Case Goods Stock

All stock for case goods that calls for matching in grain and color is first run through the double surfacer. So is the stock which has to be glued up for the seats of solid seat chairs. From the swing saws it goes to the chain feed rip saws, 6 and 7. From these it goes to the power feed buzz planer, 8, and then to the continuous feed glue jointer, 9, and then to the joint gluer and revolving clamp in the area indicated at, 18.

If the stock does not require to be edge jointed, it may go from the rip saws to the surfacer, 11, or it may go to the moulders, 12 and 13. No. 10 is a buzz planer which is often used instead of the power feed machine, especially for small stock or small jobs for which it would not be profitable to disturb the set-up of the big machine. No. 17 is a multiple hollow chisel mortiser which is used for mortising the posts for case goods. It is thus very conveniently located behind the moulders because the posts are put through one of these machines to be dressed on four sides.

No. 19 is a chair seat hollower. It is placed beside the glue clamp so that the chair seats may be hollowed as soon as they leave the gluing department, and then they are convenient to the elevator to be taken to the chair department. This is about the furthest point in the machine room to which the chair stock gets, unless once in a while, when some back posts go to the shaper. There is a shaper upstairs, but occasionally some assistance is required on the shaping, and some of the work is taken to the shapers indicated at 31 and 32.

Case goods stock, such as tops, when glued up, is surfaced on the cabinet surfacer, 20, and then sanded on the endless bed sander, 21. The bandsaws, 22, 23 and 24 are located beside the windows where good light is available and where the stock requiring bandsawing may be taken care of without any unnecessary trucking.

No.'s 25 and 26 are carving machines. No. 27 is a three spindle horizontal boring machine, while No. 28 is a six spindle horizontal boring machine for boring leaves for extension tables. No. 29 is a double-end tenoner, 30, a dovetail machine, and No.'s 31 and 32 are shapers.

This brings us in close proximity to the case goods assembly room and the stock passes in there to be assembled and then it goes to the finishing room via the elevator shown.

Location of Offices

The superintendent's office and drafting room is shown on the plan. This office is reached from the street by going down about four steps. The other stair goes up to the main office, which is situated on the first floor. The bottom floor of the plant is slightly below the street level at the front or office side of the building. The sample room, where all sample furniture is made up and passed upon before being made up for stock is located beside the superintendent's office, where he can keep a fatherly eye on the sample makers. In fact this department is also the special care of the owner, who, while keeping a watchful eye on the whole institution, leaves the superintendent a pretty free hand.

There are one or two constructional features in the building I would like to call attention to. These are illustrated in the skeleton section shown here. This section is taken through the case goods assembly department. It will be noticed that one side of this room

(Continued on page 48)

THOMAS JEFFERSON WROTE the DECLARATION of INDEPENDENCE

On a Desk Made of Plywood

He did just that; and although the desk may not have had very much to do with it, still we may be forgiven the suggestion that if it had been otherwise constructed, loose in the joints, warped or wobbly—the great document of American Liberty might not read so smoothly as it does, nor its author have composed it so steadily. The Declaration of Independence will stand forever. Good plywood construction is the last word in solidity and permanence.

In order to make first-class plywood, you must have first-class material, first-class labor and first-class equipment—all of this you will find in the plant of the New Albany Veneering Co.,

where only select materials are used and all work is performed by trained and experienced labor using the very latest and most modern type of equipment.

The uses of plywood are increasing by leaps and bounds, and it may possibly be worth your while to remember that ours is recognized as the most complete, the best equipped and the largest plant in America, devoted exclusively to the business of producing high grade Plywood.



On the Back of Your Veneered
Tops and Panels
Means Guaranteed Quality

New Albany Veneering Company

E. V. Knight Plywood Sales Co.

SALES AGENTS, NEW ALBANY, IND.

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."



"The Cabinet-wood of the Ages"

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."

SALES AMMUNITION:

Our "All-America" campaign for American Walnut *Trade Extension* through advertising is furnishing alert manufacturers and dealers with innumerable selling arguments. The *Walnut facts* alone are what clinch the sales. The best public is "all for American Walnut."

In all of our advertising, including the beautiful series of four-color illustrations in the leading magazines, we are continually driving home the long list of American Walnut's simple and enduring virtues—rich *natural* color, supreme stability and strength, easy working properties, and *unfading* beauty. No stain is needed to produce the royal elegance of warm browns so coveted by the best trade.

One of the chief causes of the steadily rising demand for American Walnut furniture and interior trim is its faculty for *growing in beauty with the passing of the years*.

"The Cabinet-wood of the Ages" is a true phrase.

Our Walnut Brochure, de luxe, is filled with ideas and suggestions of interest and value to the trade. A request will bring it, with our compliments.

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION

ROOM 1024

616 SOUTH MICHIGAN BOULEVARD

CHICAGO, U. S. A.

PURCELL

Are You Interested in the
Following Exceptional Values
in High Grade Walnut?

1s & 2s, all 6' & 7' long . . .
..... 4 1/4, 5 1/4 & 6 4

1s & 2s, all 8' & 9' long . . .
..... 4 1/4, 5 4, 6 1/4 & 8 1/4

Selects . . . 4 1/4, 5 4, 6 1/4, 8 1/4

No. 1 Com. . . 3 3/8, 1 2, 5 1/8,
3 1/4, 4 1/4, 5 4, 6 4 & 8 1/4

No. 2 Common
..... 4 1/4, 5 4, 6 4 & 8 1/4

ALL STEAMED AND 10
MONTHS ON STICKS

**FRANK PURCELL
WALNUT LUMBER CO.**

*A Ranking Name in Walnut
for Many Years*

Mills and
Offices
Kansas
City,
Kansas

WALNUT

Evansville News

O. A. Klammer, head of four of the largest furniture factories at Evansville, Ind., who returned recently from a business trip to the east, is expecting business to show considerable improvement during the next year. He shares in the opinion of other furniture manufacturers in that city that the semi-annual market that will be given the first week in April by the Evansville Furniture Manufacturers' Association will have a most stimulating effect upon the retail trade in the states of the west and central west.

John C. Keller, secretary and traffic manager of the Evansville Furniture Manufacturers' Association, has returned from Chicago where he attended a rate meeting.

Veneer factories at Evansville, Ind., and other cities in that section have not been operated steadily for several months past but the manufacturers are looking for an increased business as soon as the furniture business shows signs of picking up. The veneer men say that 1922 ought to be a better year than 1921.

William Elles, manager of the Evansville Desk Company at Evansville, Ind., has been elected a director in the Public Savings Life Insurance Company of Indiana.

George E. Riechmann, manager of the Evansville Furniture Company at Evansville, Ind., is expected to be selected democratic county chairman of Vanderburg County, Ind., at a meeting of the new central committee some time in May.

Frank Griese, of the Evansville Table Company at Evansville, Ind., has been elected president of the city council of Evansville to serve the ensuing year. Mr. Griese has been a member of the city council for eight years and has four more years to serve.

The Archer Cabinet Manufacturing Company has incorporated at Chicago.

The Rockford Eagle Furniture Company has recently commenced the manufacture of cedar chests at Rockford, Ill.

*Veneer and
Lumber*

Walnut

*American and
Circassian*

Mahogany

Qtd. Oak

English Oak

Satinwood

Vermilion

Teak

Rosewood

and many

other

Foreign

and

Domestic

Woods



Walnut

THE fact that when the demand for Mahogany veneer was at its height, no requirements of figure or quantity were ever too great or too sudden to find instant fulfillment at the Willey plant has perhaps given the impression to some buyers that Mahogany veneer was a specialty with us—overlooking the fact that demand for veneer of any other wood was always just as promptly met.

Now that Walnut is in such great demand, you will find us equally well prepared to supply the users of highly figured Walnut and other grades both in veneer and lumber.

Our world-wide organization—breadth of experience—and established policies, assure you a choice and a service unexcelled.

C. L. WILLEY COMPANY
2558 South Robey Street, Chicago

GRAND RAPIDS, MICHIGAN

JAMESTOWN, NEW YORK



Est. 1867
Inc. 1904

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1/20" Red Oak (log run)	1 car
1/16" Red Oak (log run)	1/2 car
1/20" White Oak (log run)	1/2 car
1/16" White Oak (log run)	1/2 car
1/28" Walnut (half round)	1 car
1/28" Poplar cross banding	25M
1/8" Poplar (log run)	5 cars
1/8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT



IOWA WALNUT

Grown in the deep, rich, black loam of Iowa's river valleys, buffeted by the stress and strain of her winds and changing climate, walnut grown in Iowa has developed a strength, fineness, and beauty of marking that experts declare is equaled by no other walnut. Only the finest of Iowa grown walnut trees are used in cutting IOWA WALNUT.

If you need Walnut lumber or veneers let us send you some further evidence of the quality of Iowa Walnut and quotations on some unusually fine lots now available.

Des Moines Sawmill Company

1023 Murphy Street
Des Moines, Iowa

PERKINS

183

Trade Mark
Reg. U.S. Pat. Off.

PERKINS

183

Trade Mark
Reg. U.S. Pat. Off.

GENERAL OFFICES AND FACTORY

Perkins Vegetable Glue

The Standard of Quality and Economy

Process and Product Patents covering Perkins Glue were granted July 2nd and March 29th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

Perkins Glue Company, Sales Office: South Bend, Indiana
FACTORY AND GENERAL OFFICES: LANSDALE, PENNSYLVANIA

"CASCO"
for a
better product.



WATERPROOF GLUE

For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL

"CASCO" uniformity is assured because
we manufacture our own casein

THE CASEIN MANUFACTURING CO.

*Largest and Longest-Established Manufacturers
of Casein Products in America*

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Write for "CASCO" Red Book—
a manual on Veneers, Panel-
Making and Glue.
Samples of "CASCO" on request.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

Chicago Veneer and Panel News

According to the experience of Chicago manufacturers of and dealers in veneers and plywoods February did not show the improvement in the market that was anticipated. However, the prospects for improvement are considered decidedly good. The furniture and building trade industries have made a particularly gratifying increase in buying during the early part of February. The general volume of goods moving has increased considerably, but the price condition is said to be unsatisfactory. Competition is very severe and the bidding extremely sharp, resulting in beating down prices, in spite of the fact that the demand and volume of goods being moved has noticeably increased.

Henry P. Walsh, president of the Veneer Manufacturers Company, said that there has been practically no change for the better in logging conditions since the first of February, particularly in the North. Many of the mills have no logs on the yard.

HOW DO YOU DRY YOUR VENEER?

If you
haven't a

COE ROLLER VENEER DRYER

we venture the assertion that many times you have wished you did have one. There is no time like the present to gratify that wish and thus place your plant on a much more efficient basis and give an added quality to your product. If you are not familiar with the performance of this wonderful machine, write us for a list of users and investigate and you will be surprised to find what a handicap you have in being without one.

ALSO SEE THE NEW TWENTIETH CENTURY COE VENEER LATHE

In a short time now we will send you a new Clipper bulletin, in which you will find described our style L Clipper *with the automatic stop*

THE COE MANUFACTURING COMPANY, PAINESVILLE, OHIO, U. S. A.

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

**MUNISING WOODENWARE CO.
MUNISING, MICH.**

and others very few. With the logging season far advanced, mill owners are pessimistic regarding their season's supply, and a consequent serious log shortage is predicted.

"February has not witnessed quite the active demand anticipated. However, the urgent necessity for housing must stimulate the call for veneers and plywood in the building line. The continued shortage of logs with renewed activity in the building industry presages higher prices. The wise will place orders early."

R. A. Smith of the Mound City Veneer Mills made a selling trip to Grand Rapids and Rockford during the last of February and first of March, and learned that the furniture manufacturers are receiving a number of cancellations and "hold-up" of orders taken on the January market in the road trips that immediately followed. It appears that the business which the retailers had anticipated failed to develop and that now many of them are either cancelling or asking that shipment be delayed for one reason or another.

It is Mr. Smith's opinion that the veneer and plywood demand has slumped considerably within the past ten days. With this slump, according to his information, prices have also experienced a considerable drop, going back in general to as low or lower than thirty and sixty days ago. There is nothing alarming in this situation, he maintains, but it is, of course, discouraging. Mr. Smith's statements apply to the class of veneers and plywoods consumed in the furniture industry.

R. C. Clark of the R. C. Clark Veneer Co., said the market for veneers and plywoods is bullish at this time. Prices are either holding firmly or going up. The Pacific Coast mills, makers of fir plywood, have been advancing prices for several months, he said. Gum prices are showing a tendency to stiffen. The manufacturers of case goods in the furniture industry are now buying liberally.

Mr. Clark has just made a trip to Iowa, however, where he found conditions very bad because of the agricultural situation. Virtually no building is going on in that part of the country. Nevertheless the people are hopeful and are expecting the building situation to improve in the next month or two.

(Continued on page 46)

Geo. L. Waetjen & Co.

Plywood and Veneer

IN STOCK FOR IMMEDIATE SHIPMENT

BIRCH RED BIRCH
RED OAK WHITE OAK
YELLOW PINE
CYPRESS
QTD. SAWN WHITE OAK
QTD. SAWN RED OAK
MAHOGANY
QTD. FIG. RED GUM
SAP GUM
RED GUM
RED OAK 1/8, BIRCH 1/8
RED OAK 1/8, YEL. PINE 1/8
RED OAK 1/8, CYPRESS 1/8
WHITE OAK 1/8, BIRCH 1/8
YEL. PINE 1/8, BIRCH 1/8
FIR DOOR PANELS
FIR DRAWER BOTTOMS

for
**Wainscoting
One and Two
Panel Doors
and
Cabinet Work**
If It's
VENEERED
We Make It

also

A Complete Stock of Veneer

ARE YOU RECEIVING OUR LISTS?

**110-120 REED STREET
MILWAUKEE WISCONSIN**

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

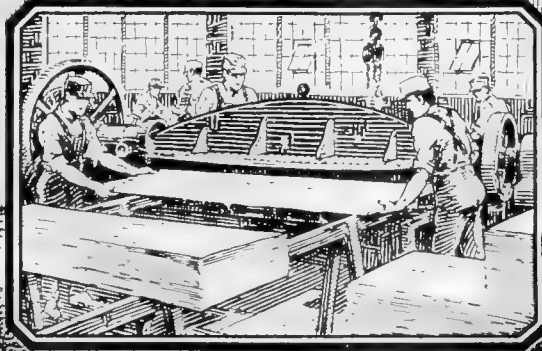
QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

CHICAGO

FOR

NEEERS PANELS



There isn't a thing in plain or fancy veneers, there isn't a type of plywood

THE VENEER LUMBER AND PLYWOOD COMPANY

HIGH GRADE

MAHOGANY QUARTERED OAK VENEER WALNUT LUMBER
WALNUT PLAIN OAK MAHOGANY

VENEERED PANELS "A" GRADE—Any Wood—Any Size

OFFICE AND WAREHOUSE: 401-419 NORTH HOYNE AVENUE

Phone West 6710



Cutting "Walnut" Butts at the Plant of

The DEAN-SPICKER CO.

22nd Street and South Crawford Avenue, Chicago



that you can't buy and buy right from these responsible Chicago firms

Plywood Veneered Panels Rotary Veneers

25 Cars all woods, many special sizes, in CHICAGO WAREHOUSE for immediate shipment. Get our stock list. We have the panels.

MILL SHIPMENTS in straight cars, pool cars, and LCL shipments.

Let Us Know Your Requirements

R. C. Clark Veneer Co.

1650 Besley Court

"QUICK SHIPPERS"

Veneer Manufacturers Company

IMPORTERS MANUFACTURERS

THE LARGEST AND BEST STOCKED
WAREHOUSE IN CHICAGO
A VENEER FOR EVERY NEED

ROTARY CUT, SLICED, SAWN

FIGURED AND PLAIN VENEER

and
PLYWOOD PANELS

An Especially Fine Line for Building and
Interior Finish Ready for Prompt Shipment

Send for THE VENEER PRICE STOCK LIST

1036 West 37th Street, Chicago, U. S. A.

The Ingalls-Spicker-Ransom Co.

Manufacturers of Walnut, Oak, Mahogany and
other cabinet woods in lumber and veneer.

Years of Practical Experience. Our organization
is composed entirely of men of national reputa-
tion in this industry.

Complete Stock in Warehouse. We now offer at
Chicago a full line of high class walnut, ma-
hogany and oak veneers.

WALNUT BUTTS A SPECIALTY

Main Office, Veneer and Saw Mills: Nashville, Tenn.

SALES OFFICE AND WAREHOUSE

3622-3628 S. Morgan St., Chicago

PHONE: BOULEVARD 0830

Poplar and Gum

Veneer of Quality

You will get somewhere if you
use good veneer to start with.

We can make prompt shipment

MOUND CITY VENEER MILLS

Sales Office: 717 Monadnock Block, Chicago, Illinois

Mill: Mound City, Illinois



This photograph was taken of our exhibit at the Indianapolis Industrial Exposition held in Indianapolis last fall, which was attended by more than 150,000 people. Our exhibit was pronounced the finest display of Hardwoods and Veneers at the exposition.

WE HAVE THE FOLLOWING
VENEERS READY FOR
IMMEDIATE SHIPMENT:

1-20" Qt. Sawed White Oak
1-16" Qt. Sawed White Oak
1-8" Plain Sawed Red Oak
1-8" Cherry
1-8" Walnut
1-28" Walnut Sliced

2,000,000 Feet of Indiana
Hardwood Lumber

F. M. BACHMAN CO., INDIANAPOLIS, IND.

(Continued from page 43)

Mr. Clark had just received a letter from a Liverpool dealer in mahogany logs, who declared that they can be bought in Liverpool at the present time cheaper than they can be layed down there today. These cheap logs are said to be of an old cut that have been on hand for months.

Price cutting is creating considerable havoc in the Chicago veneer and panel market, said C. E. Curtis of the Veneer Lumber & Plywood Co. In contradiction to normal economic processes this cutting is taking place while the demand and the movement of goods is increasing. In fact, the volume of shipments has considerably improved and prices should be holding firm, he said. Mr. Curtis does not expect the price slashing to be very long continued as some of the prices being made are so low as to preclude any chance of profit. Walnut is the staple in the figured wood trade, he said. Virtually 80 per cent of the figured veneer and panels purchased by the furniture industry is walnut. Prices of mahogany lumber and mahogany veneers have been going up for several weeks. Plain oak veneer, which goes to the building trades, continues much stronger than quartered oak, as the furniture people are using very little quartered oak.

Word was received in Chicago on February 20 that E. C. Dickerson, formerly treasurer and manager of the Roddis Lumber & Veneer Co., Marshfield, Wis., has joined the Calhoun Plywood Co., Sheboygan, Wis., as secretary. Mr. Dickerson is a man of wide experience in the veneer and plywood industry and was with the Roddis company for a number of years before leaving them a few months ago.

Glanton Heads Kentucky Organization

S. J. Glanton, vice-president of the Veneer Manufacturers Company, has resigned from his executive connection with this firm and has accepted the presidency of the Burnside Veneer Company, Burnside, Ky. He took up his new duties about February 1. Mr.

Glanton has had nineteen or twenty years' experience in the veneer and plywood industry and is unusually proficient in the calling. He was manager of the Chicago Veneer Company plant for about 12 years of his career.

Jack Dean of the Dean-Spicker Company, returned to his office on March 3, after having been confined to his bed with a severe attack of influenza for about two weeks.

Correcting a Typographical Error

Owing to a typographical error in the announcement of changes of personnel in the R. S. Bacon Veneer Co., of Chicago, carried in the February 25 issue, it was stated in one place that Frank H. Scott, who was elevated to the presidency of the firm in January, 1922, was made secretary-treasurer, a position he had held for a number of years. This should have read "president and treasurer." John B. Edwards is secretary of the company. In this connection an error was made in saying that Mr. Edwards joined the company in 1921. This should have read 1901.

McLaughlin Leaves Edison Plant

J. M. McLaughlin, vice-president and general manager of the Wisconsin Cabinet and Panel Company of New London, Wis., one of the principal members of the group of Thomas A. Edison industries, has resigned and on March 1 joined the O'Neil Oil and Paint Company, 297-305 East Water Street, Milwaukee, as vice-president and sales manager. The O'Neil company is a large manufacturer and jobber of paints, oils, varnishes, etc. Mr. McLaughlin served the Edison company at New London for three years, during which time he supervised important changes which have made the plant one of the most modern in America.

The Ke-No Company of Sheboygan, manufacturing special furniture and novelties, will spend about \$50,000 in remodeling, enlarging and re-equipping its factory. The power house is now undergoing enlargement to meet the augmented demands of the plant.

QUALITY

UNIFORM

Uniform grades and thicknesses are typical of our walnut.

Try our stock.

PICKREL WALNUT COMPANY
St. Louis, Mo.

UNDERWOOD QUALITY

VENEERS

PROMPT DELIVERIES
ATTRACTIVE PRICES

PANELS

During the past twenty-five years our constant aim has been to make Veneers and Panels especially adapted to the needs of our customers and our ever-widening field of trade has been built up on this principle.

We carry a large stock of both logs and seasoned Veneer at all times. Our shipping facilities are excellent and orders are promptly filled.

Send us your inquiries. We carry a large stock of Three and Five-ply Panels on hand at all times—Write for list of sizes.

UNDERWOOD VENEER CO. WAUSAU, WISCONSIN

Efficient Layout for Medium Sized Furniture Factory

(Continued from page 36)

is only half a story high. This was done in order to work the shipping room in as shown at D. The part of the case goods assembly room with the low ceiling is used for packing trucks.

The floor indicated at B is used as a trimming and packing room. The floor at C is used for upholstering. As upholstering is usually about the final operation the chairs are passed from here down to the packing floor and then when the goods have been packed they are slid down the chute to the shipping room, which is on a level with the railroad cars on the siding. In cold weather the shipping door is closed while the crated goods are slid down. Then the doors at the top of the chute are closed and the cold breezes are not allowed to penetrate to the departments where the men are working without the heavy clothing which the shippers wear.

The Shipping Arrangement

This is a very convenient arrangement. The goods to be trimmed and upholstered is brought from the finishing room, or the storage room on one of the upper floors, on the elevator. A, in the sectional drawing represents the case room, E the shipping platform and F a box car on the siding. Another innovation in the shipping room is worth passing notice. It is divided into sections by signs on the structural columns and each section indicates where the shipments for a certain part of the country are to be stored. In this way the shipper can see at a glance just when he has a carload for any part of the country, and he can act accordingly.

It will be noticed that the facilities outside of the plant are also very convenient. For instance, the coal bunker at the side of the boiler room is handy to the railway siding for the unloading of the coal as it is shipped in.

The facilities for handling lumber are also quite efficient. Tracks through the yard permit the piling of lumber in any part of the yard with equal facility. One of the yard tracks parallels the rail-

way siding so that several cars of lumber may be unloaded at the same time if necessary, onto yard cars. There is a small part of the yard which is not served by a track, that is the portion right at the end of the case goods assembly department, and this space is nearly always kept clear of piles because if they are allowed to reach any height they block the light from the windows.

A filing and grinding room for keeping all knives and saws in proper shape is provided at one end of the machine room and is shown here on the plan. This room is also equipped with an iron shaper, lathe and drill press and is in charge of a competent machinist who attends to all repairs, except very large ones which may have to be sent out to a local machine shop.

A machine shop is one of the greatest conveniences that can possibly be added to the equipment of a furniture factory. Very often when new lines or new designs are introduced slight alterations can be made in existing machines to make them much more efficient for the work, or extra attachments can be designed and carried out in the factory instead of sending them out to a machine shop. It is a well known fact that a man who has the idea of what he wants right in his head can make up the appliance much quicker than the outsider who has to have the idea explained to him. Any furniture factory that does not possess a machine shop with a competent man in charge should look into the matter, as it is a good investment. The machinist in charge should preferably be of an experimental turn of mind, instead of one accustomed to straight production work.

Price Sells Out to White Company

The Price Veneer & Lumber Company, Columbia, Miss., has recently sold out its plant and other properties to the H. L. White Lumber Company, of the same city, according to W. M. White, who was a recent visitor to New Orleans. The Price Veneer & Lumber Company manufactured large quantities of both lumber and rotary cut veneer stocks.

“CHICAGO MILL”

ROTARY COMMERCIAL VENEER

Red Gum
Yellow Poplar

Cut to your sizes and standard sheet
stock

$\frac{1}{8}$ in. Red Oak

In standard sheet stock in door
specifications

You can obtain *immediate*
shipment of our complete
stocks from our warehouses
at Harrisburg, Pennsylvania
and Chicago, Illinois.

CHICAGO MILL AND LUMBER COMPANY

Commercial Veneer Department

GENERAL OFFICES: CONWAY BUILDING, CHICAGO



Our organization is backed by a tremendous supply of carefully selected timber. The lumber shown above carries 1,000,000 feet of hardwood logs and is destined for our mills.

Veneers and Plywood

In stock sizes—also according to specifications. Walnut, Mahogany, Quartered and Plain Oak, Gum, Birch, Ash, Plain or figured Yellow Pine, Cottonwood, Sycamore and other woods.

The above is not an announcement of ordinary facilities for veneer and plywood manufacture. We offer to the trade a deluxe product manufactured in the most extensive and complete plant of its kind in the country. This business was founded in St. Louis forty years ago on an humble, but sound basis. It has progressed steadily since, the second of two thoroughly modern factories having been completed in St. Louis last year.

Our product is universally accepted as a standard in plywood production because this business was founded practically in the infancy of commercial plywood manufacture and much of the progress in perfecting this product is attributable to the thorough organization and remarkably complete manufacturing facilities of this company.

Your business may wisely be intrusted to our hands.

St. Louis Basket & Box Co.

ESTABLISHED 1880
ST. LOUIS, MISSOURI

Manufacturers of Superior Plywoods for 40 Years

"Why Do It in Several Operations?"

Everyone concerned in the manufacture of mouldings will be interested in a new four-page folder illustrating a number of very difficult mouldings manufactured complete in one operation at fast feed which previously required from four to seven operations at slow speed. The title of this new piece of literature is "Why Do It in Several Operations?" Copies may be obtained by anyone upon application to the S. A. Woods Machine Co., Boston, Mass.

Fay and Egan to Move Their Plant

At the annual meeting of the stockholders of the J. A. Fay and Egan Company, woodworking machinery manufacturers, formal notice was received from the Cincinnati Terminal Warehouse Company of its intention to exercise its option to purchase the property used by the woodworking machinery corporation at Front and John streets, Cincinnati. The J. A. Fay and Egan Company, unless the unexpected happens, is given a year in which to obtain new quarters. Following the meeting of the stockholders, it was said that no definite decision had been reached relative to making use of an acreage tract held at the southwest corner Paddock Road and the Baltimore & Ohio Railroad in Bond Hill, O. It is possible that another site may be selected. This situation likely will develop within a month.

Clifford Egan was elected to succeed his father, the late Thomas P. Egan, as president of the company. The following officers were re-elected: S. P. Egan and Fred T. Egan, vice-presidents; W. M. Green, secretary; A. A. Faber, treasurer and R. W. Egan, general manager. The directors are: Joseph Rawson, S. P. Egan, R. W. Egan, J. C. Grimes, J. E. Bruce, C. P. Egan, A. A. Faber, C. H. Rembold and S. T. Egan. Mr. Grimes succeeds the late Thomas P. Egan on the directorate.

Motion Pictures for Lumber Industry

The Lumber Division of the Department of Commerce announces that the Government will assist lumber manufacturers by taking motion pictures of their plants and operations, and will also arrange to have these pictures shown before engineering societies, manufacturers and other wood users, both in the United States and in foreign countries.

The Government is prepared to pay all the expenses of the experts who will direct this work, but the films themselves will have to be paid for by the firms wishing such services.

Memphis Has New Wholesale Firm

The firm of J. C. Steele & Co. has recently been organized in Memphis, Tenn., to do a wholesale hardwood lumber business. The firm comprises J. C. Steele, who has been identified with the industry in Memphis for a number of years, and A. R. Hunt, formerly associated with the Erskine Williams Lumber Company, and the Thane Lumber Company, when the Arkansas City concern had an office in Memphis. The new firm has acquired a lease on a yard in North Memphis with trackage and also a yard at Holcomb, Miss. Arrangements have been made to dispose of the cut of a mill at Holcomb.

A. C. Wells Succeeds to Father's Place

A. C. Wells, vice-president of the J. W. Wells Lumber Company, Menominee, Mich., since its incorporation, was elected president at the annual meeting of the company held in Menominee the later part of February. Mr. Wells succeeded his father, the late J. W. Wells, who died last August. W. E. Hallenbeck of Iron Mountain, Mich., was elected vice-president; C. H. Law of Menominee, secretary, and Ralph W. Wells of Menominee, treasurer.

A. C. Wells was one of the founders of the company, which was incorporated Jan. 3, 1903, with a capital stock of \$100,000 and increased in 1910 to \$650,000 on amalgamation with the Bird & Wells Lumber Company of Wausaukee, Wis., controlled by the Wells interests. Since that time the capital stock has been increased until it now amounts to \$2,000,000.

The remarkable growth of the J. W. Wells Lumber Company is shown by the fact that in 1903 its output was 15,000,000 feet of lumber per annum, whereas in 1919 the production amounted to 40,000,000 feet, together with 7,000,000 feet of maple flooring and 15,000,000 white cedar shingles. The company has large timber holdings in the Sagola, Iron River and Ontonagon districts, sufficient to operate the mills at present capacity for fifteen years or more. At the present time the company employs about one thousand men in its woods and sawmill operations, and produces about 1,000,000 feet of sawed lumber weekly, running part of the mill on a night shift. In its logging operations the most modern labor-saving devices are used, together with five locomotives, steam skidder, steam log loaders, etc.

Hardwood News Notes

MISCELLANEOUS

The Arkansas Lumber & Manufacturing Company has been incorporated at Little Rock, Ark. Other incorporations are: The Northwestern Manufacturing Corporation, Fort Atkinson, Wis.; The Wolf-Alvarez Sash & Door Company at Mobile, Ala.

The business heretofore carried on under the style of E. L. Thompson & Co. at Baldwinville, Mass., is now the E. L. Thompson Chair Corporation. The Medard Patent Pulley Company, St. Louis, has changed its name to the Medart Company.

CHICAGO

The marked increase in building permits for February over the longer month of January of this year and the corresponding month of 1921, has heartened Chicago lumbermen who look to building operations this spring and summer to improve local conditions. Permits for February were 58 per cent above January and 100 per cent higher than February, 1921. The permits issued numbered 634, compared with 437 during January, 1922, and 308 during February, 1921. These were divided as follows: Apartments, 192; residences, 288; industries, 116; miscellaneous, 38.

The Natalbany Lumber Co., of Hammond, La., announced during the week ending March 4 that W. E. Snider, for the last two years general sales manager for the concern, took charge of its Chicago office March 1 and from here will cover northern Illinois and northwestern Indiana. Guy H. Fordham, who for the last several months has represented the company in the Chicago territory, has been sent to Pittsburgh, Pa., to open a new district office for the company and cover that territory.

Mr. Snider has been succeeded as general sales manager with headquarters at Hammond, by V. A. Stibolt, who in addition to retaining his former duties as assistant general manager of the company, will also direct the general sales activities.

H. C. Lindahl has formed a connection with Manley & Boyd, wholesale hardwood lumbermen of Chicago, succeeding James Pickens, who on February 16 succumbed to a sudden attack of heart failure. Mr. Lindahl was formerly in the commission lumber business in Rockford, Ill.

J. W. Thompson of the Interstate Lumber Company of St. Louis, Mo., was in Chicago calling on the trade a few days ago.

J. L. Straack, representative in this territory of the Hugh McLean Lumber Company, made a trip to Grand Rapids the early part of the week of March 5.

G. W. Jones of the G. W. Jones Lumber Company, Appleton, Wis., was in Chicago during the week ending March 4, visiting Al. Ruth, manager of the Chicago office of the company. Mr. Jones was en route South, where he will visit the company's mill in Louisiana and Hot Springs, Ark.

J. A. Gorman, manager of the Chicago office of the Winegar-Gorman Company, left March 4 for a trip to the company's mills at Winegar, Wis.

J. T. Jones, representing the F. E. Miller Lumber Company, Memphis, Tenn., was in Chicago the week ending March 4 visiting the trade.

R. E. Boyd of Manley & Boyd recently returned to Chicago after a trip to Buffalo, Toledo and Detroit.

John I. Shafer of the John I. Shafer Hardwood Company, South Bend, Ind., was in Chicago calling on the trade during the week ending March 4.

Frank Fountain of the Fountain-Campbell Lumber Company, Ladysmith, Wis., recently paid a visit to Chicago.

Charles B. Dudley of the Dudley Lumber Company, Memphis, Tenn., visited Chicago during the week ending March 4. Mr. Dudley was optimistic regarding developments in the hardwood market during the next few months.

En route to California for a short vacation, Hugh McLean of the Hugh McLean Lumber Company, Buffalo, N. Y., passed through Chicago recently. He was accompanied by Mrs. McLean and her sister.

Frederick Klapproth, vice-president of the Chicago Mill & Lumber Company, is in the South for a ten-day stay, where he will make a survey of mill conditions. He went direct to Memphis from Chicago and intended to go from Memphis to Arkansas mill points.

J. J. Adams of Adams & Thom, Wausau, Wis., recently visited the trade in Chicago. Other lumbermen from the Wisconsin territory in Chicago during the first week in March were Frank Handysides, sales manager of the Chas. W. Fish Lumber Company, Elcho, Wis., and R. G. Sayer, assistant sales manager for the Brooks & Ross Lumber Company, Scofield, Wis.

BUFFALO

A new woodworking industry is to be started at Albion, N. Y., with William D. Wright of Brockport, as manager. It will be known as the Wright Factory and will be located in the Austin Meland building on North Main street. The products will include different types of grandfather, mission and other fine wooden case clocks, household and other wooden ware.

Arthur J. Yeager has returned from a month's trip through Pennsylvania visiting the furniture plants. He found a fair amount of activity going on, though purchasing of lumber is being done only in small quantities as a rule.

A. J. Elias spent a few days in Washington late last month in connection with the airplane interests of G. Elias & Bro., who have been supplying the government with bombing planes.

Under the will of John M. Bemis, a prominent lumberman of Warren, Pa., who died last month at Pasadena, Cal., his stepson, John F. Knox, a Buffalo lumberman and member of the Knox-Reimann Co., is left \$1,200

BLAIR LUMBER CO.

Hardwood Manufacturers

CHATTANOOGA, TENN.

annually. Mr. Bemis was formerly a resident of Buffalo and moved to Warren in 1891. His two daughters, Mrs. George Veatch, of Oil City, and Mrs. William Haines, of Pittsburgh, are the chief beneficiaries under the will, and should either die without issue the residue of the estate passes to Harry C. Bemis, a son and executor, who is engaged in the lumber business at Bradford. A nephew and niece are to receive \$300 annually. The amount of the estate is not given, but is believed to be over \$1,000,000.

The Black Rock Lumber Co., which has been engaged in the business here for some time past, with office in the Fidelity building, has been incorporated with capital of \$100,000. The directors are William E. Barnhard, George H. Klaes and Herbert Brooks, all of Buffalo. The company carries on a wholesale and retail business.

Fred M. Sullivan has returned from a week's business trip to Michigan in the interest of T. Sullivan & Co.

BALTIMORE

The Weyerhaeuser Timber Corporation, which has established a large lumber depot at Fairchild, this city, will build, at a cost of \$30,000, an open crane run 72.5 by 702 feet. The corporation, as was reported at the time, has entered into an arrangement to handle hardwood flooring and will also be in position to supply some of the other hardwood needs, though its main business is in Pacific coast woods.

The Baltimore Lumber Company has acquired the property at 1123 East Baltimore street, this city, adjacent to its factory on Watson street, and contemplates a plant expansion at a cost of \$70,000. The building on the lot will be razed and a four-story office and mill work structure erected on the site. The new place is expected to be ready for occupancy by August 1.

The Atlantic Mill and Lumber Company has taken title to the Shryock wharf property at Thames and Philpot streets, where a large lumber shed and other facilities are in course of erection at the present time.

The City Club, of which John L. Alcock, of the well-known hardwood exporting firm of John L. Alcock & Co., is president, is planning to erect a ten-story club house and office building at the southwest corner of St. Paul and Saratoga streets at a cost of not less than \$800,000. The club is expected shortly to invite bids.

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, with office in the Knickerbocker Building, this city, has been ill during the past week with grippe, but now appears to be on the mend.

Meanwhile Dwight D. Hartlove, the president of the association, has been giving much attention to the work of the office.

Turner W. Isaac, in charge of the hardwood department of the Ryland & Brooks Lumber Company, is expected to attend the annual meeting of the American Wholesale Lumber Association in Chicago this week. Mr. Isaac is one of the regional directors of the organization and has taken a deep interest in it ever since it was started.

COLUMBUS

Timmons Harmount, head of the Harmount Tie & Lumber Co., Chillicothe, O., is authority for the statement that the railroads of the country are planning the early rehabilitation of their lines. The Harmount Company is a large shipper of railroad ties. Mr. Harmount says that many of the roads bought ties rather heavily last year and as a result are coming into the market rather slowly this year, but indications point to an active demand later on.

The Queen City Sash & Door Co., of Cincinnati has been chartered with a capital of \$25,000 by Robert A. Fenton, George H. Rodefelf, Anna Maud Rodefelf, Julia Fenton and Charles M. Leslie.

H. C. Creith, president of the H. C. Creith Lumber Co., announces that the contract for the new wholesale and retail plant at Fifth avenue and the Big Four tracks, Columbus, has been awarded. There is being constructed a large warehouse of brick, concrete and steel and also an office building. It is expected to have the new plant completed by some time in April.

R. W. Horton of the W. M. Ritter Lumber Co., reports a rather steady demand for hardwoods with prices ruling firm at former levels. Retailers are now probably the best buyers although quite a few orders are being booked from factories, especially those making boxes, implements, furniture and caskets.

The Ward Brock Sash and Door Company, who expect to be in their new location, 924 McLean avenue, after March 15, are announcing the discontinuance of their retail department. They are planning to confine their business to the manufacturing end.

CINCINNATI

Ernest and Joseph Rogers, widely known in lumber circles here and in West Virginia, have formed a partnership to conduct a wholesale and commission lumber business under the firm name of the Rogers Brothers Lumber Company. They have opened offices on the Fifth floor of the First National Bank Building and for the time being will handle hardwoods exclusively. Ernest Rogers at present is manager of the Cincinnati office of the Finkbine Lumber Company and he will continue in that capacity until his successor is chosen. During 1921, Joseph Rogers was manager of the Carolina Lumber Company at Huntington, W. Va.

At the annual meeting of the stockholders of the Ranwood Lumber Company, which was held at Parkersburg, W. Va., C. H. Holden was re-elected president. Other officers re-elected are: C. W. Sprinkle, vice-president; J. B. Senseman, secretary, and J. M. Senseman, treasurer. These officers and the following were elected members of the Board of Directors, E. M. Bonner, P. H. Vance and E. M. Nelly. The stockholders voted to continue to have the Atlas Lumber Company of Cincinnati distribute the output of the company's mills at Pickens, W. Va.

W. W. Schupner, secretary of the National Wholesale Lumber Dealers' Association with headquarters in New York City, was the guest of the Cincinnati wholesalers at a dinner at the Chamber of Commerce. Mr. Schupner, who was introduced by J. C. West, President of the Cincinnati Lumbermen's Club, made an address on conditions of the lumber industry. Before leaving this city, Mr. Schupner obtained several new members for his association.

Among the visitors in the local hardwood market during the past two weeks were: O. H. Babcock of the Babcock Lumber Company, Pittsburgh, Pa.; W. B. Ackles of the Alton Lumber Company, Buckhannon, W. Va., and L. O. Steinbeck of the L. O. Steinbeck Lumber Company, Secona, W. Va.

Cincinnati's delegation to the annual convention of the American Hardwood Manufacturers' Association at Louisville, Ky., consisted of J. C. West of the West Lumber Co.; W. H. Hopkins of the W. O. Harter Lumber Co.; Herbert Bauman of the Bauman Lumber Co.; Earl Hart of the Leland G. Banning Lumber Co.; M. J. Byrns of the M. J. Byrns Lumber Co.; George Hand of the Bayon Land and Lumber Co.; J. C. Wright of the M. B. Farrin Lumber Co.; J. J. Linchan and Benjamin Rubenstein of the Mowbray & Robinson Lumber Co.; E. M. Bonner of the Atlas Lumber Co.; George Christie of James Kennedy, Ltd., and Theodore Davis, Cincinnati manager of the Southern Hardwood Traffic Association.

EVANSVILLE

The T. H. Kessler Lumber Company at Winslow, Ind., announced a few days ago that they will build a new addition to their plant at that place in the early spring and make other improvements around their premises. The building of the addition is made necessary because of the increase in business of the company.

Gilbert H. Bosse, manager of the Imperial Desk Company here, has been elected a director of the Chamber of Commerce of Evansville, to serve the

ensuing year. One of the retiring directors is Edward Wemyss, of the Wemyss Furniture Company.

Anton Bruckner & Son, of Evansville, for many years engaged in the hardwood lumber manufacturing business, have leased a strip of ground at Henderson, Ky., twelve miles below here, and are making preparations to establish a sawmill in that city.

Benjamin Bosse, mayor of Evansville and president of the Globe-Bosse-World Furniture Company, was confined to his home here several days recently because of a bad attack of the grippe.

J. H. Moeller, stove manufacturer of Mt. Vernon, Ind., who was in Evansville a few days ago on business, reported that the outlook for trade is looking up some and he expects to see a larger volume of business this year than last.

Henry Kolker, secretary of the Mechanics' Planing Mill Company of Evansville, has announced that he will seek the republican nomination for county auditor of Vanderburg county in the primaries, that will be held on Tuesday, May 2. Mr. Kolker made the race for this office four years ago and lost it by a few votes.

LOUISVILLE

At the last meeting of the Louisville Hardwood Club a committee composed of J. G. Brown, E. B. Norman, P. P. Joyes and H. J. Gates was named to handle entertainment of the American Hardwood Manufacturers' Association at the meeting on March 7 and 8. The club also named J. G. Brown and H. J. Gates as delegates to the next meeting of the National Wholesale Lumber Dealers' Association at Washington.

Preston P. Joyes of W. P. Brown & Sons Lumber Company, also president of the Louisville Hardwood Club, reported that business slumped toward the end of February, but that it is now coming back strong, with indications of a stiffer market in sight.

Barry Norman of the Holly Ridge Lumber Company, on his return from a recent trip to the southern mills of the company, reported a good deal of water in the woods and very little logging. Mills at Memphis and other points are on a slow bell, due to influenza. Mr. Norman reported better orders, and held that stocks in some consumers hands are so low that they are now being forced to buy in small lots and outlook is brighter all along the line. Mr. Norman stated that he planned running for two to three months more, and would then close down if demand had not increased materially.

NEW ORLEANS

It has been decided to hold the March meeting of the Southwestern Hardwood Manufacturers' Club on the third Wednesday, which falls on the fifteenth instead of on the usual date, which is the second Wednesday, according to recent announcement. The second Wednesday, which for this month, falls on the eighth, is abandoned by the club for the big Louisville conclave. Indications are that the Southwestern territory will be strongly represented at the Louisville meeting.

Among Crescent City visitors of note within the past few days may be mentioned Harvey Moyan. Mr. Moyan is assistant manager of the hardwood department situated at Memphis, Tenn., of the Louisiana Red Cypress Company of New Orleans.

A new Mobile, Ala., concern is the Wolf-Alvarez Sash & Door Company, which has just been organized in that city with a capital stock of \$25,000 for the purpose of carrying on the wholesale and retail sash and door business. Business is being started, however, on \$15,000. The new concern is to be officered by the following personnel: James F. Wolf, president; Joseph T. Alvarez, vice-president, and Warren Wolf, secretary and treasurer.

WISCONSIN

The American Chest Company of Waukesha, Wis., has been incorporated with a capital stock of \$60,000 to engage in the manufacture of tool chests, cedar chests, furniture, toys, furniture specialties and hardwood novelties. The incorporators are John L. Martin, W. K. Hunter and John D. Remington, all of Waukesha.

The Folsom-Miller Company of Markesan, Wis., manufacturer of domestic washing machines, recently filed a voluntary petition in bankruptcy, scheduling its liabilities at \$132,966 and assets at \$32,533. Most of the liabilities are loans made by President S. P. Folsom and Secretary-Treasurer Guy Miller as individuals.

The Turtle Lake Lumber Company of Winchester, Wis., is now cutting between 47,000 and 50,000 feet of hardwood and hemlock daily, of which 60 per cent is hardwood. It is employing 150 men in the mill, yards and on railroad work at Winchester, and 300 more in the camps.

The Hackley-Phelps-Bonnell Company of Phelps, Wis., has recently added approximately 10,000 acres of virgin hardwood timber land to his holdings. The tract lies between State Line, Wis., and Watersmeet, Mich., and was acquired from the W. A. Curtis Company. It is estimated that it will take five years to log the area. Woods operations will be instituted within a short time.

Richard Miller of Appleton, Wis., has applied for letters patent on an

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Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
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Cypress Shingles

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HARDWOODS and SHINGLES

Results from Experience

Our well selected logs, our careful manufacture and the grading of our stock, demonstrate a service built on experience that should bring you into our family fold for future business. We make Hardwood Lumber that brings a follow-up order. Keep in touch with us when in need of future supply. Dry stock is scarce now. A careful consuming manufacturer, however, looks to the future for supplies that give satisfaction.

We desire to get in communication with you so we may know what your needs are and maybe by and by we can help you. The erection of new mills and because of our having a constant eye cast about for increasing our timber holdings, should put us at the head of the list of mills when you want to buy Pine and Hardwoods.

Kentucky Lumber Co.

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SAW AND PLANING MILLS AT SULLIGENT, ALA.

A Halt in the Price Decline

From all indications the decline in construction costs, which began in June, 1920, seems for the present to have halted. As a result, the outlook in the building field must be judged from two viewpoints—that of the immediate future and that of its longer trend.

The current Building Bulletin gives a complete analysis of this situation. Free copy will be sent upon request. Ask for Bulletin M.

The Brookmire Economic Service, Inc.

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iron clamping device designed to hold together die or cutting blocks, which will be used at the plant of the Appleton Wood Products Company. Mr. Miller has been granted patents on fifteen distinct ideas, largely in perfecting and improving processes of manufacturing wood products.

One of the busiest industries in northeastern Wisconsin is the plant of the Vulcan Last Company of Portsmouth, Ohio, which maintains a large plant in Crandon, to manufacture bolts and stock for its boot and shoe last factories at Portsmouth and Johnson City, near St. Louis. The Crandon factory is now on a year's run and is turning out 6,000 shoe lasts a day. Six new dry kilns and a new dry shed, 30 by 300 feet, will be erected, and five machines installed to increase the daily capacity to 10,000 lasts a day, beginning May 1. The consumption of timber this year is estimated at 2,225,000 feet of logs, mostly maple and birch, representing a cost of \$75,000 or more for the raw timber.

The City of Ashland is preparing to start work on a new manual training or vocational arts institute, which will be a memorial to the late C. F. Latimer, a prominent lumberman, who bequeathed \$50,000 for this purpose. The common council has made an additional appropriation of \$75,000 in

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J. V. Stimson Hardwood Co.
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WHOLESALE AND RETAIL

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We Specialize in Less than Carload Shipments

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OFFER THE FOLLOWING
DRY HARDWOODS

BIRCH

No. 1 & Btr. 10/4", reg. widths, & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. widths, & lgths...12 mos. dry
No. 1 & Btr. 16/4", reg. widths, & lgths...12 mos. dry

SOFT ELM

No. 2 & Btr. 5/4", reg. widths, & lgths...12 mos. dry
No. 1 & Btr. 8/4", reg. widths, & lgths...12 mos. dry
No. 1 & Btr. 10/4", reg. widths, & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. widths, & lgths...12 mos. dry
No. 3 & Btr. 6/4", reg. widths, & lgths...12 mos. dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

order to erect an adequate structure, which will be three stories high, 65 by 100 feet in size, and equipped for thorough training in various trades.

The Stange Lumber Company of Merrill, has applied to the Wisconsin State Board of Land Commissioners for permission to construct a new railroad line between Merrill and Star Lake, in Vilas county, a distance of more than 100 miles, reaching a new and undeveloped section. The road will be used principally to haul logs from its timber holdings in the vicinity of Star Lake to Merrill and other points. These holdings are estimated to hold a supply for twenty years of logging operations.

The Stoughton Wagon Company at Stoughton, which has been operating on a minimum scale for many months due to the construction of demand, largely owing to agricultural depression, has been able to resume production at a moderate scale by a resumption of orders and is employing 150 men, equivalent to the pre-war force. Orders are on the books for more than twenty-five carloads of wagons, fifteen carloads of motor truck bodies, some sleighs, and also manure spreaders. The motor truck department, which has been seriously handicapped for room since the fire last September, is making good headway pending the erection of new buildings to house these activities. The outlook is regarded as more favorable than at any time in a year or more.

The planing mill and woodworking factory of Herman Heebink at Baldwin, was totally destroyed by fire, together with machinery and equipment late in February. The plant will be rebuilt in the coming spring, and inquiry will be made soon for new machinery.

The Pfiffner Lumber Company of Stevens Point, contemplates the erection of a new planing mill and an office building. The mill will be two stories high, 60 by 120 feet in size, of brick and frame construction.

Christian William Wunderlich, one of the leading lumber operators in the Antigo district of northern Wisconsin, died at his home in Antigo on Feb. 25, at the age of 55 years. He was born in Stesonville, Wis., in 1867, and moved with his parents to Elmhurst in 1881, becoming associated with his father and brothers in the lumber manufacturing business. Later he operated a sawmill at Maykind for twelve years and in 1905 he moved to Antigo. For the last four years he conducted a large sawmill near Antigo.

What is regarded as some of the finest rock elm and basswood ever logged in the North is included in the input of logs made this season by Schneck Brothers of Antigo, who have been operating camps covering twenty-four forties in the town of Elton, owned by Gorman & Son of Wausau, Wis. The tract is rich in hardwoods and hemlock. A large part of the rock elm has been put in for uses as hewed ship timber. Some measured 48 feet in length and 16 by 16 inches square. Most of this has been shipped to Quebec for reshipment to English shipyards.

TORONTO

A. E. Clark of Toronto, president of the Canadian Lumbermen's Association, has returned to Toronto from South Bend, Ind., where he was the guest of Charles O. Maus, of the Charles O. Maus Lumber Company. While there Mr. Clark delivered an address before the South Bend Hardwood Club on different phases of the lumber industry in Canada.

Manley Chew, M. P., the widely known lumberman of Midland, Ont., was married a few days ago in Toronto to Miss Marjorie Byrne, youngest daughter of Mrs. A. Byrne of Midland.

The Border Lumber Company, Ltd., has been organized at Fort Francis, Ont., with a capital of \$200,000 and with power to manufacture and deal in all kinds of wood products and to operate saw mills. Among the incorporators of the company is Hugh A. Tibbets of Fort Francis.

The Ontario Iron and Lumber Company, Ltd., has been organized, with headquarters at Sault Ste. Marie, Ont. The company will operate saw mills and engage in a general lumbering business. The capital stock is \$1,000,000 and among the incorporators are A. A. Pickering, James M. McNeill and John A. McPhail, all of Sault Ste. Marie.

A meeting of the Wholesale Lumber Dealers' Association, Inc., was held in Toronto on February 20th when the members listened to an excellent address by F. H. Littlefield, general manager of the Canadian Oil Company, Ltd., Toronto, on the subject of "Business Ethics." Mr. Littlefield pointed out the force of this great movement and urged lumbermen to join in the procession.

The Hardwood Market

CHICAGO

The buyers still hold the whip hand in the Chicago hardwood market. There is no tendency yet among them; that is, consuming buyers, to buy for more than the briefest possible periods ahead. They get into the market only for such stuff as they must have at a given period and even when they buy under this condition they insist upon picking up a bargain. In general the firsts and seconds grade is holding pretty firm in price, because of its scarcity in nearly all woods. This is especially true of birch items

and more or less true of red gum. It also applies to No. 1 poplar. But sap gum is weak and nearly all items of the grades under FAS. The northern woods are resisting bearish tendencies more successfully than the southern items because of the generally better financial condition of the northern sources of production. There does not exist in the north the many small mills, inadequately financed, that are to be found in the south, and that by their frequent need for selling, regardless of profits to be made, weaken prices in the items they produce. The situation is not entirely without its hopeful aspects, for here and there a firm may be found that has struck a streak of "fat" and is doing a satisfactory business at good prices. But in the main competition is severe and business is only got by fighting and at close margins of profit.

BUFFALO

The hardwood demand has been showing a slight improvement with many of the yards during the past two or three weeks, but business is spotty and industrial plants are not in need of the ordinary amount of stock. The expectation is that gradual improvement will take place from now on. A reduction in general freight rates would stimulate the trade, it is thought, and when it takes place consumers of stock will have less excuse than at present for holding off purchases.

The list of woods in demand is a general one, with oak, chestnut, gum and poplar mentioned as among the leaders. Some stiffening in gum prices is said to have taken place lately, and furniture concerns are taking a little larger quantity than formerly, besides buying some mahogany. There is not much activity in the automobile trade, and the building business is held back by the winter weather.

BOSTON

Hardwoods trade as among the wholesalers here is still rather unevenly distributed. Accounts of demand and inquiry vary considerably. On the whole, trade is rather quiet and the immediate outlook not particularly bright, though all wholesalers are optimistic enough about the future. The fact is that demand in Boston and, indeed, in New England, is not at present very active but concerns doing business further away are having a better business than those whose trade is limited to this district. The tone of the market is very strong and there are very few sales of lumber at sacrifice prices by those who need the money immediately. A feature of the market here is the increased demand for poplar, as particularly the piano people are purchasing it for their work, and there is also some demand for it in machinery work and crating. Really a surprisingly active demand has sprung up with piano makers for poplar. It is even firmer now, the firsts and seconds selling here \$130 to \$135. There has also been better inquiry for birch, this coming from the furniture people and, what is important, some of it coming from the chairmakers, though these people, as for long past, have been buying very little in the hardwoods market here.

BALTIMORE

Such changes as have taken place in the hardwood trade of Baltimore during the last two weeks are not of notable character. Nor does the situation impress all members of the trade alike. Some take the view that a slow but steady change for the better is making itself felt, while others are not so sure about it and manifest an attitude of caution when it comes to giving a survey of the market. There appears to be practically no doubt, however, that the situation shows improvement and a gradual gain in the direction of a larger distribution and steadier prices. Spottiness is by no means a thing of the past. One week may bring quite a number of orders, while another is likely to be rather barren of results. But when a given period is contrasted with another of about equal length it becomes apparent that progress has actually taken place. Of course, the sellers continue to report that it is by no means easy to get orders. Buyers show no eagerness to enter into commitments, and as a rule they prefer to wait until the need for making additions is actually upon them. But this need appears to be growing greater. Assortments in the yards have been more or less reduced, and some grades are practically depleted, though others may be in fair supply. It is much the same with regard to the lumber in the hands of consumers, who have been holding back until now they must make additions.

CINCINNATI

All indications in the hardwood market point to a slow but gradual resumption of business with the turn just ahead. While the demand for hardwoods has been light during the past few weeks, furniture manufacturers and automobile makers have started buying and querying and are believed to be ready to start operations on an extensive scale. Prices are about the same as for the past two weeks. Export inquiry is rather more active than a short time ago and members of the trade here who cater to the foreign trade are disposed to look for somewhat heavier buying from abroad. While business is as yet by no means rushing it is certainly better. This is probably due to the fact that inventories are now all taken and some stocks have been found low and in need of replenishing. But

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1" No. 1 Common.....	100,000'	1" FAS & Sel.....	20,000'
1" No. 1 Com. & Btr.....	50,000'	5/4" Log Run.....	35,000'
5/4" No. 1 Com. & Btr.....	100,000'	6/4" No. 1 & Btr.....	25,000'
5/4" FAS.....	25,000'	8/4", 10/4", 12/4" Maple Hearts,	
6/4" FAS.....	25,000'	3x6, 4x4, 4x6, 6x6, 6x8	
6/4" No. 1 & Btr.....	55,000'		
8/4" FAS.....	30,000'		
SELECTED RED		ROCK ELM	
4/4" to 8/4".....	1 car	1" No. 2 & Btr.....	25,000'
BROWN ASH		5/4" No. 2 & Btr.....	25,000'
4/4" No. 2 Com. & Btr.....	1 car	6/4" No. 2 & Btr.....	35,000'
5/4" No. 1 Com. & Btr.....	1 car	8/4" Log Run.....	40,000'
		8/4" No. 1 Com. & Btr.....	20,000'

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We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

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Even **OAK** Soft
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ALL GRADES AND THICKNESSES
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Wolverine Maple Flooring

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High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
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it is thought there is another reason, one that carries assurance that there will be a good trade in the spring time, viz., there is no concession making. It is true that there are still some irregularities in prices and some wide ranges. But the tone is decidedly firm, especially in the upper grades. Red gum has remained stationary in price for the past month, as demand for the various items has not been in as great quantity as most of the lumbermen had anticipated. The outlook, however, is good, and increases in the price of some of the items are expected the latter part of this month.

COLUMBUS

The hardwood trade continues rather firm in Columbus and Central Ohio territory. Buying is fairly well divided between factories and retail yards, with the latter showing the most strength recently. Manufacturers and distributors of hardwoods, however, believe that the factory demand will soon become stronger and preparations have been made accordingly. Concerns making furniture, boxes, implements and caskets are the best customers. Railroads are also showing a tendency to buy.

Retail stocks are only fair and buying on the part of dealers is mostly for immediate wants. No tendency to stock up for the future has developed in any section.

EVANSVILLE

There has been some change for the better in trade with the hardwood lumber manufacturers of Evansville and southern Indiana during the past two or three weeks and both orders and inquiries have increased some. The outlook, in fact, is better than it has been for several months past and manufacturers and wholesalers believe that business will pick up a great deal between now and the first of May. Prices are holding rather firm and have in fact been so doing for the past month. There is a better demand for gum, poplar and walnut. Furniture manufacturers have been buying more liberally for some time past and the furniture plants in this city are being operated steadily on an average of about 80 per cent normal time. Taken as a whole, the hardwood business has improved a great deal over January and it is expected that March will bring in a larger volume of business than did February. General trade conditions are improving gradually and collections are holding their own very well. Manufacturers have not been in the market for many logs and for two or three months past the logging camps along Green and Barren rivers in western Kentucky have been getting out but few logs and when the demand in Evansville picks up again, it is expected that the logging camps will resume operations. Log prices have been too high, the manufacturers assert, they are looking for lower prices before long.

MEMPHIS

The hardwood market continues to improve and it is notable that there is more demand for low-grade lumber, especially No. 3 common oak, cotton wood and gum. Box manufacturers and makers of crating are in the market in a rather large way for these items as compared with the more recent average and their buying is bringing about a somewhat improved tone as well as slightly better values. Building trade interests are buying hardwoods in considerable volume. Flooring manufacturers are the heaviest purchasers at the moment. They are taking Nos. 1 and 2 common oak and in some instances they are taking sound but wormy stock for the manufacture of "common" flooring. One firm here has recently sold 250,000 feet of sound but wormy oak to one flooring manufacturer in this territory. The flooring plants are running on full time and they are making an excellent showing. Manufacturers of sash and doors, as well as interior trim, are also in the market in a substantial way and hardwood interests anticipate still greater activity on their part in view of the improving outlook for building in all parts of the country.

There is very little demand as yet from furniture manufacturers. They are buying to cover immediate requirements, with their purchases principally confined to oak and gum, but they are not anticipating their needs in the slightest degree, so far as can be learned here.

Box manufacturers, as already suggested, are taking low-grade lumber in a larger way, while there is a fair demand from manufacturers of automobiles. The railroads are in the market for some stock though their buying is not yet assuming substantial proportions. Export demand is comparatively limited and there is almost complete absence of demand from manufacturers of agricultural implements. Hard wood interests, however, are not overlooking the fact that the advancing tendency of farm products is paving the way for larger buying power on the part of agricultural interests and therefore for greater activity on the part of manufacturers of farming implements of all kinds.

Production is running along pretty low lines just now because of extremely heavy rains in the valley territory.

LOUISVILLE

Demand for hardwoods has shown improvement since the first of March, and while there was a reduction of \$2.50 to \$5 a thousand on some items about the last of February, it is believed that prices will recover in the next ten days if demand continues as active as it now is, as the market is showing generally stronger tendency. Inquiries on Monday, March 6, as

well as orders, were better than for some weeks past. It is claimed locally that oak is more promising than it has been in a long time with the furniture trade. Poplar is also active. Gum is holding its own, and walnut and mahogany are moving very well. Glued up stocks and veneers have been unsettled and demand has not been steady. However, business as a whole is very fair, and prospects brighter than they have been since early last fall.

NEW ORLEANS

Hardwood lumbermen in and about the Crescent City for the past month have been a bit disappointed over the failure of general market conditions to show at least substantially the improvements which for several months had been anticipated for them by this time, but probably the blackest cloud has appeared upon the trade horizon within the past week or so in the form of further price reductions.

This tendency has been really outstanding within the past fortnight at least. In fact, throughout the extreme southern and southwestern territory the situation has assumed no small degree of real gravity, but the consensus of opinion of leaders of the various phases of the industry is that the tendency is definitely checked at the time of this writing.

Take the following stable items, for instance, as an indication of the adverse price tendency: The price of common red gum is reported by manufacturers to have dropped an even \$10 per thousand feet at the mills recently. Common white oak is reported to have shown a similar tendency and to exactly the same amount. Sap gum in both Nos. 1 and 2 common has declined \$5 per thousand, and there have been other reductions, which, though not so great, were nevertheless substantial.

Production probably is improving slightly, but gradually. But the activity among the buyers is scarcely holding its own, if, indeed, it might be rightfully said in some quarters even to be keeping the snail pace set during the fall months and continuing through the mid-winter.

MILWAUKEE

From the standpoint of producers of hardwoods, the last two to three weeks have experienced climatic conditions that have imposed a severe hardship upon industries, particularly with respect to woodwork. The entire northern part of Wisconsin and Upper Michigan was buried by one of the heaviest snowfalls on record late in February. The blizzard was accompanied by a sleet storm which tied up telephonic and telegraphic as well as railroad connections for days, making it extremely difficult to maintain communications in a business way or for men in the camps to do their work. The effect of the storm, nevertheless, was beneficial in the way of bringing more nearly ideal conditions for getting logs out of the woods to rollways for loading on cars to mills.

The demand for hardwoods is fairly active. About the only change which has been noted is the increased call for the upper grades. At the same time, the poorer qualities have been moving more slowly. The furniture trade in Milwaukee and in Sheboygan, as well as the in other principal centers of this industry, has been taking moderate quantities and orders are increasing slowly but steadily. The automotive industries are much better buyers since March 1 than at any time in five or six months, and this trade is forging ahead against obstacles at a rate that is regarded by observers in other industries as indicating a healthier condition.

It is too early to expect much demand for hardwood stock for new construction, but the prospects are deemed very favorable for a good building year. Flooring mills are operating at good capacity on bookings and the expectancy of a much better call at the beginning of spring and the opening of the active construction season. Interior woodwork manufacturers are putting in some fresh stock to replenish their supplies.

Prices rule generally steady to firm. As might be expected, there is some deviation from the accepted standards by interests anxious to get rid of odd lots or to move slow-moving grades by offering discount inducements. In the main, hardwood manufacturers find themselves unable to go very far afield because their costs are very high and records of logging expense especially show that lumber must sell for no less than at present to get an even break.

TORONTO

Trade in Canadian hardwoods is a little slow in opening up, although there has been a vast improvement of late and the feeling in the trade is that there is good business ahead in the near future. Already furniture, wagon and automobile body manufacturers are showing considerable interest in the market and in some cases are buying, while in others there is a steady flow of inquiries indicating that a general buying era is about to set in. It is worthy of note that there is a surplus of low grade lumber, chiefly one inch stuff. The flooring manufacturers are among the largest consumers of hardwood just now and are proving good customers of the wholesale hardwood dealers. One dealer declared that his shipments since the first of the year had materially exceeded those of the corresponding period of last year. It is generally conceded, however, that business at the moment can only be had by hard digging. The days when the lumber salesman could sit in his office and book orders over the phone are no more and travelers on the road are up against severe competition.

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White Oak Timbers

8-16 ft. long—18-30 ft. long

Sound and Square edge

SWITCH TIES

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OF YOUR BUSINESS BY PURCHASING ONLY THE BEST GRADE OF HARDWOODS CAN BEST BE ACCOMPLISHED BY GETTING IN TOUCH WITH US. THE QUALITY OF OUR OUTPUT IS BEYOND DISPUTE. WE HAVE STUDIED TO PERFECT OUR MANUFACTURING FACILITIES AND THEY ARE OF THE BEST. OUR STOCK IS OF A SPLENDID TEXTURE AND OF UNIFORM COLOR.

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What have you—that you do not want?

If it is Material—Stock—Equipment—Business—Property—something that you have outgrown, not used, or found unsuited to your business—you can depend that somewhere, someone is looking for the very thing.

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For a very small cost you can insert a "For Sale" advertisement in these pages which will bring the prospective buyer's inquiry to you. The Hardwood Record has many thousand Lumbermen as readers.

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Carload strictly No. 1 white oak, dry, 2x8x12', 14' and 16'. Wire price if you can furnish. LANGTON HARDWOOD, 600 Metropolitan, Los Angeles, Cal.

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FOR SALE

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Baled Shavings
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Northern Basswood
Battery Stock
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Prompt Shipments
Write for Delivered
Prices and Full
Particulars.
KIEL WOODEN WARE CO.
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WANTED

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FOR SALE

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IMMEDIATE SHIPMENT FROM STOCK.
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 LOG BOARDS, 6-8/4", av. width 9". 60% 14 & 16", 10 mos. dry. CHICAGO LBR. & COAL CO., Memphis, Tenn.
 NO. 3, 4/4", av. wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.
 NO. 1 C., brown, 4/4"; FAS, 6/4", white. G. ELIAS & BRO., INC., Buffalo, N. Y.
 NO. 1 C. & BTR., 8/4", white. GRISMORE-HYMAN CO., Memphis, Tenn.
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 FAS, NO. 1 C. & NO. 2 C., all 5/8, 4/4, 6/4, 10/4, 12/4, 16/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.
 NO. 1 C., 8/4"; NO. 2 & 3 C., 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.
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NO. 1 C. & BTR., 5/4"; NO. 2 C. & BTR., 4/4"; NO. 3 C., 4/4-6/4". C. H. WORCESTER CO., NOT INC., Chicago, Ill.

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FAS, 5/4, 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

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NO. 2, 4/4", all wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.
 NO. 1 C., 4/4", G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS & SEL., 4/4", 6" & up, reg. lgths., 10 mos. dry, 75% FAS; NO. 2 C., 4/4", reg. wdths. & lgths.; NO. 2 & BTR., 5/4", reg. wdths. & lgths., 10 mos. dry, 40-50% FAS. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 & BTR., white, 4/4", good wdths. & lgths., dry; SEL. & BTR., 5/4" wide, long lgths., dry, high grade; SEL., 5/4", NO. 1 C., 5/4"; NO. 2 C., 5/4"; NO. 1 & BTR., 8/4"; NO. 1 C. & SEL., 6/4"; NO. 2 C., 4/4", all wide, long lgths., dry, high grade, all band sawn. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 1 & BTR., 4/4"; NO. 2 C., 4/4". C. H. WORCESTER CO., NOT INC., Chicago, Ill.

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NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 12 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 5/4, 6/4, 8/4", good wdths. & lgths., yr. dry. BUSKIRK-HEYSEY LBR. CO., Cincinnati, Ohio.

NO. 1 C., 6/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 25% NO. 2 C., 25% FAS, 50% NO. 1 C., 4/4", reg. wdths., good lgths. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4". HARRY H. MAUS LBR. CO., So. Bend, Ind.

LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4", good wdths., 60% 14 & 16", 8 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 4/4, 8/4, 10/4", all wdths. & lgths., yr. dry; NO. 1, 4/4", all wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.

NO. 1 & BTR., 10/4, 12/4, 16/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & SEL., 4/4"; NO. 2 C., 4/4-5/4"; NO. 3 C., 4/4-5/4"; NO. 1 & 2 C., 6/4"; NO. 1 C. & BTR., 12/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

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FAS, 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CEDAR-RED

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CHERRY

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NO. 1 C., 4/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 1x7" & up, good lgths., air-dried, 3 yrs. old. FRANK T. SULLIVAN, Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4", good wdths. & lgths., 2 yrs. dry. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

SD. WORMY & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

FAS & NO. 1 C., 4/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., 5/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4, 5/4". NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", reg. wdths., good lgths. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

.BX. BDS., 13-17" 4/4"; FAS, NO. 1 C., NO. 2 C., all 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

CYPRESS

SEL., 12/4", av. width 10", 50% 14 & 16", band sawn, yr. dry. CHICAGO LBR. & COAL CO., Memphis, Tenn.

SELS., 5/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

SHOP, 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; FAS & SELS., 6/4-8/4"; NO. 2

C., 4/4, 5/4, 6/4, 8/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

SEL. & BTR., 4/4, 5/4, 8/4"; SHOP, 4/4-5/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS, 4/4". THOMPSON & DEFENELON CO., Memphis, Tenn.

SHOP & BTR., 4/4-8/4". WELSH LBR. CO., Memphis, Tenn.

ELM-SOFT

NO. 2 C. & BTR., 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C., 4/4"; NO. 2 C., 4/4"; NO. 2 C. & BTR., 8/4-10/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-8/4"; LOG RUN, 4/4-5/4"; NO. 2 C., 5/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 3, 5/4", all wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.

NO. 2 C. & BTR., 6/4"; NO. 1 C., 8/4"; NO. 2 & 3 C., 6/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., 5/4", reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 8/4, 10/4, 12/4", reg. wdths. & lgths., yr. dry; NO. 3, 6/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C. & BTR., 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

FAS, 4/4"; NO. 1 & NO. 2 C., 4/4"; NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4". HARRY H. MAUS, South Bend, Ind.

NO. 2 & 3 C., 5/8". PANOLA LBR. & MFG. CO., Memphis, Tenn.

LOG RUN, 8/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 50 to 60% FAS, 4/4-8/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 6/4-8/4". C. H. WORCESTER CO., NOT INC., Chicago, Ill.

ELM-ROCK

NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

GUM-PLAIN RED

NO. 1 C., 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C., 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4". THOMPSON-DEFENELON CO., Memphis, Tenn.

GUM-QUARTERED RED

NO. 1 C. & SEL. SND, 8/4"; FAS SND, 8/4" reg. wdths. & good lgths. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C. & BTR., SND, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM-SAP

FAS, NOS. 1 & 2 C., 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., qtd., 6/4-8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., pl., 8/4"; NO. 1 C. & BTR., qtd., 6/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", 13-17", reg. wdths., good lgths.; FAS, 4/4", reg. wdths. and good lgths. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", 60% 14 & 16", band sawn, 8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 3/4, 4/4, 5/4"; FAS, BX. BDS., 4/4"; NO. 2 C., 4/4"; NO. 2 & 3 C., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

HARDWOODS FOR SALE

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. & pl., black, 4/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., pl. & qtd., 4/4-12/4", 40% & btr. 14 & 16', dry. H. A. HOOVER, South Bend, Ind.

FAS, 4/4", tupelo. BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 5/4", reg. wdths. & good lgths. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 2 C. & BTR., black, 4/4", good wdths., 60% 14 & 16', 8 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, black, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 & 2 C., pl., black, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, tupelo, 4/4-5/4"; NO. 1 C., tupelo, 4/4". THOMPSON & DEFENELON CO., Memphis, Tenn.

HACKBERRY

NO. 2 C. & BTR., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". NO. 1 C., 6/4-12/4"; FAS, 12/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

HICKORY

NO. 2 C. & BTR., pecan, 8/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, 6/4-8/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 6/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 8/4". av. wdth., 9", 50% 14-16'; 6 mos. dry, band sawn. CHICAGO LBR. & COAL CO., Memphis, Tenn.

FAS, 6/4"; NO. 1 C., 6/4"; NO. 2 C., 6/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, pecan, 5/4"; FAS, 8/4"; NO. 3 C., 8/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

LOG RUN, 5/4, 6/4, 8/4", pecan. THOMPSON & DEFENELON, Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, 7/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

HOLLY

LOG RUN, 4/4", av. 8 1/2" wide, 90% 12' long, circular, yr. dry. CHICAGO LBR. & COAL CO., Memphis, Tenn.

LOCUST

LOG RUN, 4/4, 6/4, 8/4", av. wdth., 9", 50% 14 & 16', 8 mos. dry, band sawn. CHICAGO LBR. & COAL CO., Memphis, Tenn.

MAGNOLIA

NO. 2 C. & BTR., 4/4, 8/4", good wdths., 60% 14 & 16'. band sawn, 8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, 4/4", 6" & wider, 8' & longer, yr. dry; NO. 1 & 2 C., 60% NO. 1 C., 4/4", all wdths. & lgths., yr. dry; NO. 2 & BTR., 5/4", all wdths. & lgths., yr. dry; NO. 1 & 2, 5/4", all wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 3 C., 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4"; HIGH GRADE, qtd., 4/4, 5/4, 6/4, 8/4"; END PILED, white, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 & 2 C., 4/4, 6/4"; NO. 1 C. & BTR., 8/4"; NO. 2 C., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

SEL. & BTR., 4/4", 6" & up, reg. lgth., 10 mos. dry, 75% FAS; NO. 1 C. & BTR., 45-55% FAS, 5/4, 8/4, 10/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4x6" & wider, 8' & longer; NO. 1 C. & BTR., 6/4", 12/4"; NO. 1 C. & SEL., 6/4"; NO. 2 C., 6/4"; NO. 3 C., 4/4". C. H. WORCESTER CO., NOT INC., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 & BTR., 4/4", all wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 6/4, 12/4". GEO. EHE-MANN & CO., Memphis, Tenn.

SEL. & BTR., 4/4", 6" & wider, reg. lgth., 10 mos. dry, 70-80% FAS; NO. 1 & 2 C., 4/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4, 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 4/4, 6/4"; NO. 1 C. & BTR., 8/4". C. H. WORCESTER CO., Chicago, Ill.

OAK—PLAIN RED

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8, 3/4, 5/4, 6/4, 8/4"; SELS, 5/8, 6/4; NO. 1 C., NO. 2 C., 5/8, 3/4, 4/4, 5/4, 6/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 2 C. & BTR., 4/4-8/4". WELSH LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", 5/8-4/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 5/4"; NO. 1 C., 3/4, 4/4, 6/4"; NO. 2 C., 3/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

FAS, NO. 1 C. & NO. 2 C., all 4/4", reg. wdths. & lgths., 2 yrs. dry. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C. & BTR., 6/4", reg. wdths., good lgths.; NO. 1 C. & SEL., 8/4", 6/4", 5/4", 4/4", reg. wdths., good lgths. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60%, 14 & 16', band sawn, 8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 1/2, 5/4"; NO. 1 C. 1/2"; NO. 2 C. 1/2, 4/4, 5/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 2 C. & BTR., 4/4-8/4". WELSH LBR. CO., Memphis, Tenn.

FAS, 4/4, 6/4"; NO. 1 C., 4/4"; SD. WORMY, 4/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 6/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 C. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C., 4/4, 5/4, 6/4", reg. wdths., good

lgths.; FAS, 5/4", reg. wdths., good lgths. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4-8/4". WELSH LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 5/8, 4/4, 5/4, 6/4"; NO. 2 C., 3/4, 4/4, 5/4, 6/4, 8/4". WOOD MOSAIC CO., INC., Louisville, Ky.

NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4-12/4", good wdths., 40% & btr., 14-16", yr. and over dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C. MIXED, 4/4. KING MILL & LUMBER CO., Paducah, Ky.

NO. 1 C. & BTR., 4/4". HARRY N. MAUS LBR. CO., So. Bend, Ind.

POPLAR

NO. 1 C. & BTR., 4/4 to 8/4", reg. wdths. & lgths., 1 yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4, 8/4", good wdths., 60%, 14 & 16', band sawn, 8 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-8/4". WELSH LBR. CO., Memphis, Tenn.

NO. 1 SAPS & SELS., 4/4"; NO. 1 C., 4/4"; NO. 2 A. COM., 5/4, 6/4"; NO. 2 B. COM., 4/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, SAP, 5/8"; NO. 1 C., 5/8, 4/4, 5/4, 8/4"; NO. 2 A. & B. C. 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 8/4", av. wdth. 10", 60% 14-16", long, band sawn, yr. dry. CHICAGO LBR. & COAL CO., Memphis, Tenn.

NO. 2 C. & BTR., 8/4", reg. wdths., good lgths. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

WALNUT

COM. & BTR., 4/4-8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 1x12" & up, good lgths., air-dried 3 yrs. old. FRANK T. SULLIVAN, Buffalo, N. Y.

FAS, 1/2, 4/4, 5/4, 6/4, 8/4"; SELS., 4/4, 5/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 5/8, 4/4, 5/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS

DIMENSION STOCK

GUM

CLEAR RED, 2 1/2x2 1/2-30"; CLEAR SAP, 2x2-19 and 30", 2 1/2x2 1/2-30". C. B. COLBORN, Memphis, Tenn.

OAK

WHITE & RED, CLEAR, 1 1/2x1 1/2-19, 2x2-19 & 30"; AUTO BOW STRIPS, 1 1/2x1 1/2, 1x1 1/2-6, 7, 8". C. B. COLBORN, Memphis, Tenn.

PINE

SHOP, white, 4/4", all wdths. & lgths., 4 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

HARDWOODS FOR SALE

VENEER—FACE

ASH

LOG RUN, brown, 1/20, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/20", 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

LOG RUN, 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4, 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-96"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

LOG RUN, white, 1/16, 1/8, 6-36, 48-86. UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8/30" wide, 4-10' long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

CROSS BANDING AND BACKING

BIRCH

CROSS BANDING, 1/28, 1/24, 1/20, cut to size. UNDERWOOD VENEER CO., Wausau, Wis.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, 144x28 & 42. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

ALL WOODS, "A" 13/16, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4", G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

THREE PLY, brown, G1S, qtd. 24", 72" & G2S, 1/4, 24", 72". UNDERWOOD VENEER CO., Wausau, Wis.

BIRCH

THREE & FIVE PLY, pl. & curly. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

THREE PLY, G1S, 1/4", 24", 72" & 30", 72"; G2S, 5/16, 24-72, & 5/16, 30-72". UNDERWOOD VENEER CO., Wausau, Wis.

FIR

DRAWER BOTTOMS, BACKING, G1&2S. THREE PLY, 1/4", 3/8" & 3/7"—also three ply door panels. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

GUM

THREE PLY, pl. & fig. 1/4", 3/8". R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See pages 9-11)

Anderson-Tully Co.

Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 6)

3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

**OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak**

These are a few of the many species of oak in commercial use

(*See page 8)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

W. M. Ritter Lumber Company

Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

(*See page 10)

W. P. Brown & Sons Lumber Co.

9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY

Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY

BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 8)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 10)

Veneers and Hardwood Lumber

Hoffman Brothers Company

Manufacturer **Ft. Wayne, Ind.**

J. M. Jones Lumber Company

Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber

C. & W. Kramer Company

Richmond, Indiana

(*See page 20)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)

Long-Knight Lumber Co.

Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company

Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills

R. MANKIN & COMPANY

HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—

Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 8)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis **TENNESSEE**

(*See page 68)

Miller Lumber Company

Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 56)

Manufacturers of Hardwood Lumber and Flooring

The Mowbray & Robinson Company

Cincinnati, Ohio

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 11)

Pritchard-Wheeler Lumber Co.

Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company

Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties

Quarter-sawn White Oak, Plain Red and White Oak

**C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,**
Manufacturers, Huntington, W. Va.

(*See page 66)

Salt Lick Lumber Company

Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company

TEXARKANA, TEXAS

Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page —)

We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.

SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

A. B. C—

15 years' supply secured by 32,000 acres Virgin St. Francis Rain Timber, largely Oak
Tachudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 12)

Fine Veneers and Hardwood Lumber

Wood-Mosaic Company, Inc.

Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company

Coal Grove, Ohio
Manufacturer

SEVERAL THOUSAND LUMBERMEN

are using our Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD

CHICAGO

THREE PLY, 5/16", G1S, stock sizes:
THREE PLY, qtd. red, 1/4", G1S, stock sizes.
E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.

"A" GRADE, figured, all thicknesses.
VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes.
VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE
VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

SOFT ELM

4 4" No. 2 Common & Better.....125,000 feet

HARD MAPLE

8/4" No. 2 Common & Better.....200,000 feet

10/4" No. 2 Common & Better.....100,000 feet

The Hanson Land & Lumber Co., Grayling, Mich.

ANY thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**

WALNUT

"A" GRADE, all sizes & thicknesses.
VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

YELLOW PINE

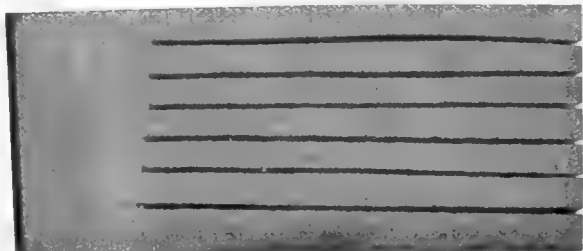
THREE PLY, 1/4", G1S, G2S, stock sizes.
E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

Nothing Special

BUT NEVERTHELESS INTERESTING

10/4 Curly Maple

Dried to 5% in 18 days without degrade



Cut shows resaw test of this stock dried at

**Berkey & Gay
Furniture Co.**

IN

GRAND RAPIDS VAPOR KILNS

Grand Rapids, Michigan

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*

**Maisey & Dion
Hardwoods**

KILN DRIED AND AIR DRIED

Office & Yards 2349 to 2423 So. Loomis St.

TELEPHONES

CANAL 1830

CANAL 1831

CANAL 118

We Offer for Prompt Shipment

BASSWOOD

No. 2 C. & Btr. 4/4,
8/4 12 mos. dry
No. 2 C. & Btr. 4/4, 8/4
full log run 12 mos. dry
No. 1 C. & Btr. 5/4 good
widths and lengths, end
dried white 12 mos. dry

SOFT GRAY ELM

No. 2 C. & Btr. 4/4 to 16/4"
very high grade. 5 to 8 mos. dry

MAPLE

No. 1 C. & Btr., 50% & Btr.
FAS. 4/4 to 12/4, 6" &
up 5 to 8 mos. dry

BEECH

No. 2 C. & Btr. 5/8, 4/4,
5/4 5-12 mos. dry
No. 2 C. 4/4, 6/4 12 mos. dry

BIRCH

No. 2 C. & Btr. 4/4 full
log run 8 mos. dry

WRITE US FOR PRICES

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

**Michigan Hardwood
LUMBER**

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

Salt Lick Lumber Co.
SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

VON PLATEN-FOX CO.

MANUFACTURERS OF
NORTHERN WOODS

Offer the following DRY HARD MAPLE

1x4 Sap Strips..... 60 M	6/4 Step Plank 12 M
5/4x4 & 5 Sap Strips..... 16 M	8/4 No. 1 Common..... 50 M
5/4 No. 1 Common..... 350 M	10/4 No. 1 & 2 Common.... 75 M

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Bldg.

CHICAGO OFFICE
1329 Peoples Gas Bldg.

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS150,000

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average $7\frac{1}{2}$ " for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects.....150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

5/4 Log Run100,000'

(Worm holes no defect)

10/4 Log Run100,000'

(Worm holes no defect)

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet.....100,000'

6/4 No. 1 Com. & Bet.....100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet.....150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet.....200,000'

6/4 No. 2 Com. & Bet.....100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet.....100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



Michigan Hardwoods

Dry Stock March, 1922

BASSWOOD

1x6 FAS.....	80M
1x6½ to 11½ FAS.....	150M
1x11¾ & up FAS.....	38M
1x4 Clear.....	11M
1x5½ & up Selects.....	100M
1x7 & up No. 1 Common.....	80M
4/4 No. 2 Common.....	42M
4/4 No. 3 Common.....	13M

GRAY ELM

4 4 FAS.....	16M
1x10 & up FAS.....	40M
6/4 No. 1 Common & Better...	79M
10 4 No. 1 Common & Better...	21M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**

L'ANSE, MICHIGAN

**Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple**

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

**Miller
Lumber
Co.**

MARIANNA, ARKANSAS

2 Band Mills

100,000 feet Daily Capacity



Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, MARCH 25, 1922

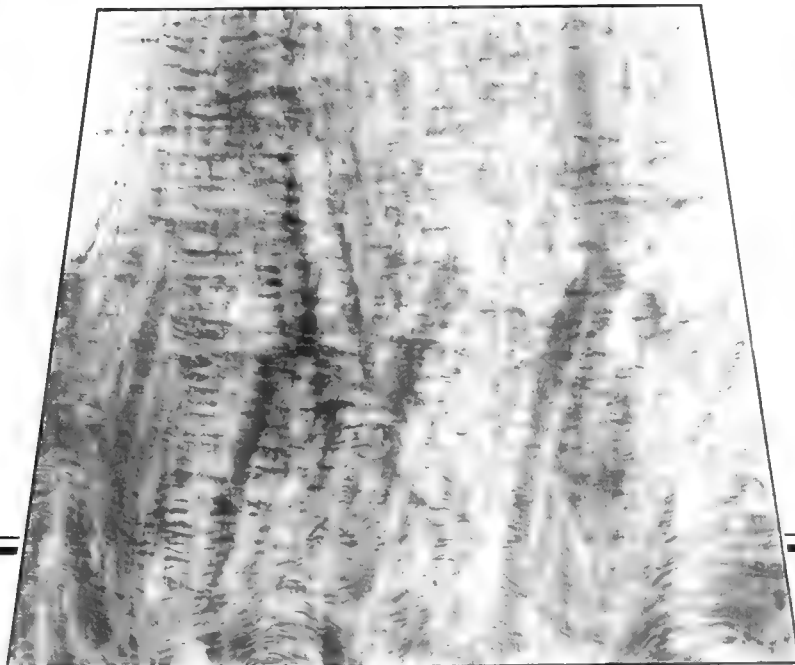
Subscription \$2
Vol. LII, No. 11

Walnut?—Yes,—Good Walnut?—Yes! Pickrel

Walnut's sheer beauty, strength, uniformity and permanence brought it in a few years to unquestioned supremacy in furniture construction. Dominance in furniture proves but the beginning. This surpassing merit is every day compelling increased use in new cabinet fields. Pickrel walnut veneers fill an important place in this wider development. A limitless selection of quality veneer logs, careful and skilled manufacture and a constant stock of five million to seven million feet of nicely assorted woods have given Pickrel walnut veneers a special significance. Buyers will appreciate the responsible, conscientious and experienced representation through which Pickrel veneers are offered at their respective plants. It assures the closest possible conformity to the individual requirements of each—meaning less cost in working and a better product.

PICKREL VENEER CO.

New Albany, Indiana



ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

**Mason-Donaldson
 Lumber Company**

RHINELANDER, WISCONSIN

Manufacturers of

Northern Hardwoods
 PINE, HEMLOCK & TAMARACK

SOFT ELM

1 1/2" P.A.S. 1,000
 1 1/2" Nos. 1 & 2 C. 500
 S.E. No. 2 C & B. 1,000

ROCK ELM

1 1/2" No. 1 C & B. 500,000

BIRCH

HARD MAPLE

1 1/2" Nos. 1 & 2 C. 250,000
 1 1/2" Nos. 1 & 2 C. 800,000
 S.E. No. 1 C & B. 300,000
 S.E. No. 2 Common 100,000

1 1/2" No. 1 C & B. 100,000
 1 1/2" No. 2 Common 150,000
 1 1/2" No. 3 Common 250,000
 1 1/2" No. 2 Common 150,000
 5 1/2" No. 1 C & B. 200,000
 6 1/2" Nos. 1 & 2 C. 250,000
 12 1/2" No. 1 C & B. 30,000

MODERN PLANING MILL IN CONNECTION

YOUR INQUIRIES SOLICITED

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

HARD MAPLE

Thoroughly Dry

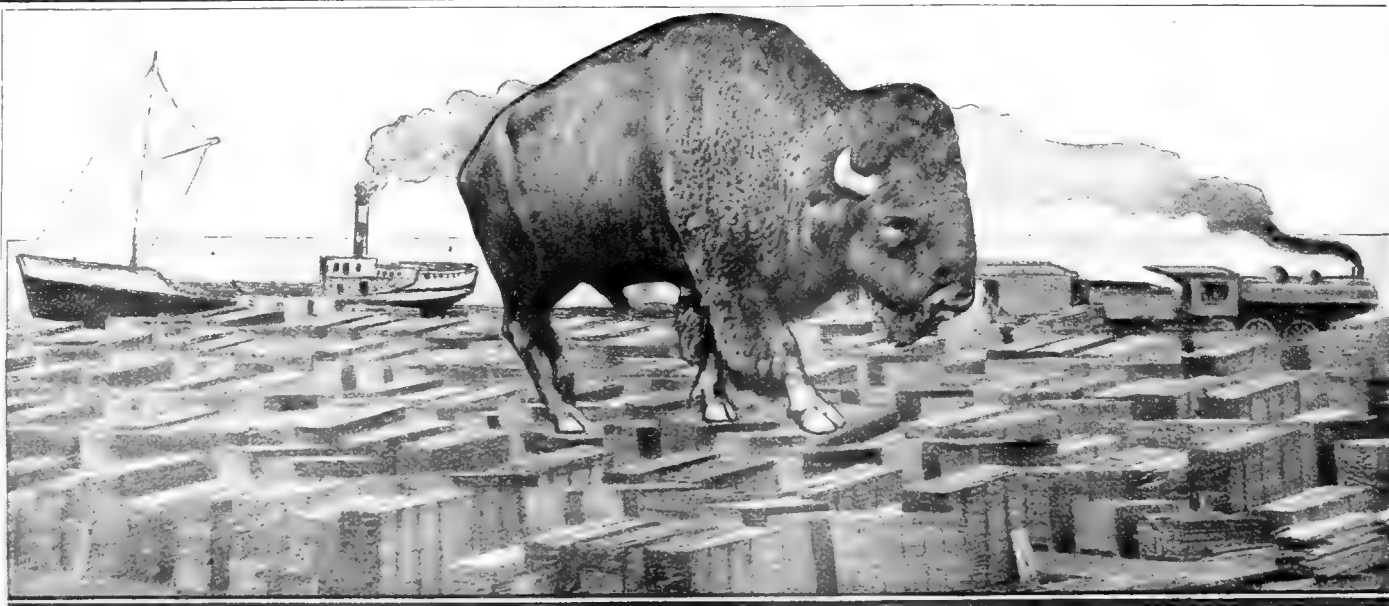
4/4	No. 1 Common & Better.....	675M
4/4	No. 1 & 2 Common.....	600M
4/4	Selected White	50M
4/4	No. 3 Common	750M
5/4	No. 1 Common & Better.....	300M
5/4	No. 1 & 2 Common.....	275M
5/4	No. 2 Common	150M
5/4	No. 3 Common	375M
6/4	No. 1 Common & Better.....	525M
6/4	No. 1 & 2 Common.....	310M
6/4	No. 2 Common	75M
6/4	No. 3 Common	600M
8/4	No. 1 Common & Better.....	400M
8/4	No. 1 & 2 Common.....	470M
8/4	No. 2 Common	150M
8/4	No. 3 Common	300M
10/4	No. 1 & Better.....	150M
12/4	No. 1 & Better.....	200M
14/4	No. 1 & Better.....	75M
16/4	No. 1 & Better.....	100M

SAWYER GOODMAN

COMPANY

MARINETTE, WIS.

MANUFACTURERS



Buy and sell Hardwoods in Buffalo
 where 60 to 70,000,000 feet are carried at
 all times. Shipments can move quickly to
 and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
 Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qld. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

SOUTH BEND'S exceptional rail, mail and wire facilities constitute a real service to buyers. South Bend hardwood firms are sound, conservative and dependable. The Hyde Lumber Company, the first to be pictured, cuts at its two subsidiary band mills in Louisiana some 100,000 feet a day of splendid hardwoods. It controls 150,000,000 feet of fine timber and offers customers a constant supply of high-grade lumber. Buy from South Bend firms and get the best in service and quality.

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods
BAND MILL, LAPORTE, INDIANA

RED and SAP GUM

The Soft Delta Kind. All thickness and grades.
WRITE

The Hyde Lumber Co.

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of
HARDWOOD LUMBER
MILLS AND YARDS IN TENNESSEE

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.
Mill at Crawfordsville, Ind.

The E & W Lumber Company

NORTHERN and SOUTHERN

HARDWOODS

MILL: EDWARDSBURG, MICHIGAN

The Woodruff-Powell Lumber Co.

SPECIALIZING IN

POPLAR and WALNUT

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

Concentrating Yards:

Cairo, Illinois, and Troy, Tennessee

HEAVY OAK IS OUR SPECIALTY

H. A. HOOVER

Manufacturer and Wholesaler

Northern and Southern Hardwoods

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St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND

SOUTH BEND, INDIANA

HARDWOODS AND YELLOW PINE

The Powell-Myers Lumber Co.

MANUFACTURERS

Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension



Anything in northern hardwoods, pine and hemlock. Look over the following specials.

BIRCH AND MAPLE SQUARES

1 x 1—36".....	1 car
1 x 1—48".....	1 car
1 x 1—22" to 36".....	1 car

HARDWOOD LATH

4'	2 cars
30"	2 cars

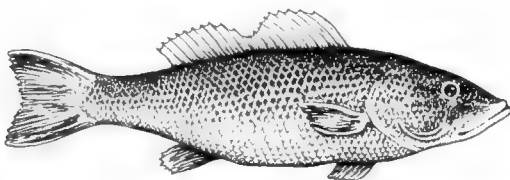
BIRCH

5/4 Select & Better.....	2 cars
6/4 Select & Better.....	2 cars
8/4 Select & Better.....	2 cars

Our pine runs to exceptionally good widths and lengths, is thoroughly dry. Can be milled.

OUR thoroughly assorted stock of birch 4/4" and up is thoroughly seasoned and well assorted for widths and lengths. As one means of eliminating lumber worries for 1922, get in touch with our organization. A 100,000,000 feet annual capacity, complete planing mill facilities and unusual arrangements for cutting special stock in hardwood and hemlock make a strong combination for any buyer.

buy from fish



BRANCH OFFICES

Chicago

Rockford

Grand Rapids

CHARLES W. FISH LUMBER CO., ELCHO, WIS.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

PLAIN WHITE OAK	
1 1/2" FAS	241,000'
5 8" FAS	211,000'
5 8" FAS	122,000'
1 1/2" FAS	294,000'
4 1/2" FAS	41,000'
1 1/2" No. 1 Common	194,000'
1 1/2" No. 2 Common	11,000'
1 1/2" No. 3 Common	61,000'
1 1/2" No. 4 Common	101,000'
1 1/2" No. 5 Common	170,000'

PLAIN RED OAK	
1 1/2" FAS	66,000'
1 1/2" FAS	51,000'
5 8" FAS	38,000'
4 1/2" FAS	35,000'
5 8" No. 1 Common	67,000'
3 1/2" No. 1 Common	18,000'
4 1/2" No. 1 Common	159,000'

Panola Lumber & Mfg. Co.
Bank of Commerce Bldg., Memphis, Tenn.

QUARTERED SAWN SYCAMORE	
5/8" No. 2 Com. & Btr.	60,000'
4/4" No. 1 Com. & Btr.	27,000'
5/4" No. 1 Com. & Btr.	75,000'
6/4" No. 1 Com. & Btr.	100,000'

PLAIN SAWN SYCAMORE	
5/8" No. 1 Com. & Btr.	100,000'
4/4" No. 1 Com. & Btr.	80,000'
5/4" No. 2 Com. & Btr.	200,000'
6/4" No. 1 Com. & Btr.	150,000'
10/4" No. 2 Com. & Btr.	75,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

DIMENSION
OUR SPECIALTY IS HARDWOOD DIMENSION
We Offer the Following Specials
for Prompt Shipment

2 Cars Clear Sap Gum Squares	2 1/2 x 2 1/2 - 30"
1 Car Clear Sap Gum Squares	2 1/2 x 2 1/2 - 30"
1 Car Clear Sap Gum Squares	2 1/2 x 2 1/2 - 19"
1 Car Clear White and Red Oak Squares	2 1/2 x 2 1/2 - 30"
1 Car Clear White and Red Oak Squares	1 1/2 x 1 1/2 - 19" to 40"
1 Car Clear Ash Squares	2 1/2 x 2 1/2 - 30"

ALL DRY STOCK
SOUTHERN HARDWOOD LUMBER
C. B. COLBORN

5 1/2" No. 1 Common	71,000'
1 1/2" No. 2 Common	26,000'
5 8" No. 2 Common	153,000'
3/4" No. 2 Common	35,000'
1 1/2" No. 2 Common	131,600'
5/4" No. 2 Common	29,000'
4/4" No. 3 Common	365,000'

PLAIN RED AND WHITE OAK	
4 1/4" Sound Wormy	59,000'

QUARTERED WHITE OAK	
1 1/2" FAS	37,000'
4/4" FAS	276,000'
5/4" FAS	60,000'
6 1/4" FAS	96,000'
1 1/2" No. 1 Common	79,000'
5/8" No. 1 Common	117,000'
3/4" No. 1 Common	35,000'
4/4" No. 1 Common	702,000'
5/4" No. 1 Common	148,000'
6 1/4" No. 1 Common	71,000'

PLAIN WHITE OAK	
4 1/2" FAS	64,000'
4 1/2" No. 1 Common	132,000'
4/4" No. 2 Common	101,000'
8 1/2" 1-1 1/2" Plank	71,000'

PLAIN RED OAK	
4/4" FAS	29,000'
4/4" No. 1 Common	191,000'
4/4" No. 2 Common	32,000'

PLAIN RED AND WHITE OAK	
4 1/2" No. 1 Common	22,000'

QUARTERED RED GUM	
5 1/2" FAS	96,000'
5/4" No. 1 Common	121,000'
6/4" No. 1 Common	31,000'
8 1/2" No. 1 Common	1,000'

PLAIN RED GUM	
5 8" FAS	27,000'
4 1/2" FAS	27,000'
4 1/2" No. 1 Common	77,060'

PLAIN SAP GUM	
3 1/2" FAS	96,000'
4 1/2" FAS	122,000'
4/4" FAS, 13-17" BB	35,000'
4/4" No. 1 Common	95,000'
4/4" No. 1 Common	57,000'
4/4" No. 2 Common	281,000'
5/4" No. 2 Common	215,000'
6/4" No. 2 Common	34,000'

QUARTERED SAP GUM	
5 1/2" FAS	125,000'
5 1/2" FAS	90,000'
5 1/2" FAS	26,000'
5/4" No. 1 Common	67,000'
6/4" No. 1 Common	39,000'

ASH	
4 1/2" Log Run	143,000'
ELM	
6 1/4" Log Run	56,000'

Kellogg Lumber Co.

QUARTERED RED OAK	
4/4" 1s & 2s	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	4 cars
4/4" 1s & 2s, 10" & up	1 car
5/4" 1s & 2s	2 cars
5/4" No. 1 Common	2 cars
5/4" No. 2 Common	1/2 car
6 1/4" No. 2 Common	1 car
8 1/2" No. 1 Common	1/2 car
4/4" Strips, 2-5 1/2"	3 cars

QUARTERED WHITE OAK	
5/4" No. 1 Common	1 car
5/4" No. 2 Common	1 car
6 1/4" No. 1 Common	1/3 car
6 1/4" No. 2 Common	1/3 car
6 1/4" No. 1 Common	1/2 car
4 1/2" No. 1 Common	5 cars
4 1/2" No. 2 Common	5 cars

PLAIN RED GUM	
4 1/2" 1s & 2s	3 cars
4 1/2" 1s & 2s, 13" & up	2 cars
5/4" 1s & 2s, 13" & up	2 cars
5/4" 1s & 2s, 18" & up	1 car
4/4" No. 1 Common	5 cars
5/4" No. 1 Common	2 cars
4/4" No. 2 Common	5 cars

QUARTERED RED GUM	
8 1/4" 1s & 2s	1 car
8 1/4" No. 1 Common	2 cars
6 1/4" No. 1 Common	2 cars
5/4" No. 1 Common	2 cars
4/4" No. 1 Common	2 cars
4/4" 1s & 2s	1 car

PL. RED GUM, FIG'D WOOD	
4 1/2" 1s & 2s	1 car
QTD. RED GUM, FIG'D WOOD	
8 1/4" 1s & 2s	1 car

The Frank A. Conkling Co.

ASH	
1 1/2" 1s & 2s	1 car
COTTONWOOD	
4 1/2" FAS	2 cars
ELM	
1 1/2" Log Run	1 car

PLAIN SAP GUM	
4 1/2" Bx Bx, 1 1/2" 17"	2 cars
4 1/2" Bx Bx, 1 1/2" 12"	1 car
1 1/2" No. 1 Common	1 car
4/4" No. 2 Common	1 car

PLAIN RED OAK	
4 1/2" No. 1 Common	2 cars
4/4" No. 2 Common	1 car
5 1/2" No. 2 Common	1 car
6 1/4" No. 1 Common	1 car
5 1/2" FAS, 1 1/2" No. 2 C	1 car

QUARTERED WHITE OAK	
5 8" FAS	1 car
5 1/2" FAS	1 car
6 1/4" FAS	2 cars
8 1/4" FAS	1 car
5 8" No. 1 Common	2 cars
1 1/2" No. 1 Common	2 cars
5 1/2" No. 1 Common	2 cars
6 1/4" No. 1 Common	1 car
1 1/2" No. 2 Common	2 cars
5 1/2" No. 2 Common	1 car
6 1/4" No. 2 Common	1 car

SOUND WORMY OAK	
1 1/2" No. 2 Common	3 cars

POPLAR	
1 1/2" No. 2 Common	2 cars
SYCAMORE	
5/4" Log Run	1/2 car

Dickson & Lambert Lumber Co.

ASH	
4/4" FAS	50,000'
1 1/2" No. 1 Common	100,000'
5 1/2" No. 2 Common	100,000'
8 1/4" Com. & Btr.	50,000'
12 1/2" Com. & Btr.	20,000'

COTTONWOOD	
4 1/2" Box Boards	100,000'
1 1/2" FAS	100,000'
4 1/2" No. 1 Common	200,000'

PLAIN SAP GUM	
4/4" FAS	30,000'
4/4" No. 1 Common	100,000'
5/4" FAS	50,000'
5/4" No. 1 Common	100,000'
8 1/4" FAS	100,000'
8 1/2" No. 1 Common	60,000'

QUARTERED SAP GUM	
4 1/2" No. 2 Common	50,000'

PLAIN RED AND WHITE OAK	
1 1/2" No. 3	150,000'

Chapman & Dewey Lbr. Co.

6 1/4" Com. & Btr.	40,000'
8 1/4" Com. & Btr.	60,000'
8 1/4" No. 2 Common	40,000'

CYPRESS	
4 1/2" No. 1 Shop	20,000'
4/4" No. 1 Common	100,000'
4/4" No. 1 Common, 6"	8", 10" & 12" wide, 200,000'

4 1/2" No. 2 Common	100,000'
5/4" Selects	40,000'
5/4" No. 1 Shop	40,000'
5/4" No. 1 Common	100,000'

SYCAMORE	
5/8" Com. & Btr.	30,000'
4/4" No. 2 Common	200,000'

PLAIN RED AND WHITE OAK	
1 1/2" No. 3	150,000'

HARDWOODS

MEMPHIS

WHITE ASH

Thick	Grade	Width	Length	Memphis	New Or
4 1/4"	1st & 2nd	6-7"	8-10"	15,000'	22,000'
4 1/4"	1st & 2nd	6-7"	8-16"	11,500'	11,500'
4 1/4"	1st & 2nd	6-9"	8-16"	25,000'	50,000'
4 1/4"	1st & 2nd	10-12"	10-16"	15,000'	12,500'
4 1/4"	Select	10-12"	10-16"	10,000'	5,000'
4 1/4"	Is & 2s	12" & up	10-16"	15,500'	10,500'
5 1/4"	Is & 2s	6-9"	8-10"	8,500'	10,400'
5 1/4"	Is & 2s	6-9"	8-16"	5,000'	35,000'
5 1/4"	Is & 2s	10-12"	10-16"	5,600'	8,800'
5 1/4"	Is & 2s	12" & up	10-16"	5,500'	5,800'
6 1/4"	Is & 2s	6-9"	8-16"	5,000'	15,100'
6 1/4"	Select	6-9"	8-16"	6,500'	1,500'
6 1/4"	Is & 2s	10-12"	10-16"	2,000'	5,500'
6 1/4"	Is & 2s	12" & up	10-16"	4,000'	4,400'
8 1/4"	Is & 2s	6-9"	8-16"	35,000'	125,000'
8 1/4"	No. 1 Common	6-9"	8-16"	20,000'	12,500'
8 1/4"	Is & 2s	10-12"	10-16"	9,800'	31,500'
8 1/4"	Is & 2s	12" & up	10-16"	5,500'	9,150'

Will Quote Attractive Prices Upon Request

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

QUARTERED WHITE OAK		5 1/4" No. 1 Common	40,000'
3 1/4" No. 1 Com. & Btr.	20,000'	6 1/4" Is & 2s	45,000'
4 1/4" Is & 2s	15,000'	6 1/4" No. 1 Common	70,000'
4 1/4" No. 1 Common	175,000'	8 1/4" Is & 2s	20,000'
4 1/4" No. 2 Common	25,000'	8 1/4" No. 1 Common	20,000'
5 1/4" No. 2 Common	15,000'		
PLAIN OAK		PLAIN RED GUM	
4 1/4" Is & 2s (White)	50,000'	6 1/4" Is & 2s	12,000'
4 1/4" No. 2 (White)	21,000'	6 1/4" No. 1 Common	79,000'
5 1/4" No. 1 C & B (Red)	15,000'		
3 1/4" No. 1 C & B (Red)	15,000'	QTD. RED GUM, S. N. D.	
4 1/4" No. 1 Com. (Red)	50,000'	5 1/4" Is & 2s	100,000'
4 1/4" Sound Wormy	50,000'	6 1/4" Is & 2s	11,000'
		8 1/4" No. 1 C & B	35,000'

QUARTERED RED GUM		ASH	
4 1/4" No. 1 Common	50,000'	4 1/4" No. 1 Common	75,000'

Bellgrade Lumber Company
Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

PLAIN RED OAK		4 1/4" No. 1 Common	125,000'
4 1/4" Is & 2s	50,000'	4 1/4" No. 2 Common	50,000'
4 1/4" Nos. 1 & 2 Com.	50,000'	5 1/4" Log Run	200,000'
4 1/4" No. 3 Common	65,000'	6 1/4" Is & 2s	5,000'
4 1/4" Sound Wormy	50,000'		
PLAIN WHITE OAK		QUARTERED RED GUM	
4 1/4" Is & 2s	25,000'	4 1/4" Is & 2s	12,000'
4 1/4" Nos. 1 & 2 Com.	25,000'	4 1/4" No. 1 Common	25,000'
4 1/4" No. 3 Common	25,000'	6 1/4" No. 1 Com. & Btr.	15,000'
4 1/4" Is & 2s	10,000'	8 1/4" No. 1 Com. & Btr.	25,000'
4 1/4" No. 1 Common	25,000'		
4 1/4" No. 2 Common	15,000'	QUARTERED SAP GUM	
PLAIN RED GUM		4 1/4" No. 1 Com. & Btr.	25,000'
3 1/4" No. 1 Com. & Btr.	15,000'	4 1/4" No. 1 Com. & Btr.	75,000'
4 1/4" No. 1 Common	50,000'	5 1/4" No. 1 Com. & Btr.	50,000'
5 1/4" No. 1 Com. & Btr.	15,000'		
4 1/4" Box Boards, 13-17"	25,000'	TUPELO	
PLAIN SAP GUM		4 1/4" No. 1 Common	25,000'
4 1/4" Is & 2s	50,000'	4 1/4" No. 2 Common	100,000'
		8 1/4" No. 3 Com. & Btr.	30,000'

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

WHITE ASH		6 1/4" No. 2 Common	15,000'
1" Is & 2s, all 8' & 10'	16,000'	8 1/4" No. 2 Common	50,000'
1" Is & 2s	50,000'	10 1/4" No. 2 Common	13,000'
1 1/4" Is & 2s, all 8' & 10'	15,000'	12 1/4" No. 2 Common	14,000'
5 1/4" Is & 2s	30,000'	16 1/4" No. 2 Common	10,000'
6 1/4" Is & 2s	10,000'	1 1/4" C. & B. Sd. Wormy	13,000'
8 1/4" Is & 2s	65,000'	5 1/4-16 1/4" Com. & Btr.	
10 1/4" Com. & Btr.	100,000'	Sound Wormy	15,000'
12 1/4" Com. & Btr.	75,000'	Miscellaneous Hardwoods	
14 1/4" Com. & Btr.	35,000'	ELM	
16 1/4" Com. & Btr.	35,000'	6 1/4-8 1/4-12 1/4" Log Run	1 car
4 1/4" No. 1 Common	200,000'	MAPLE	
5 1/4" No. 1 Common	60,000'	12 1/4" Log Run	1 car
6 1/4" No. 1 Common	50,000'	OAK	
8 1/4" No. 1 Common	200,000'	4 1/4" Sound Wormy	1 car
10 1/4" No. 1 Common	25,000'	PLAIN OAK	
12 1/4" No. 1 Common	30,000'	4 1/4" No. 3 Common	2 cars
16 1/4" No. 1 Common	15,000'		
4 1/4" No. 2 Common	50,000'		
5 1/4" No. 2 Common	45,000'		

Thompson-Katz Lbr. Co.

ASH

8 1/4" Log Run	2 cars
(35% FAS, 50% No. 1 Common)	
5 1/4" Log Run	1 car
(20% FAS, 50% No. 1 Common, 30% No. 2 Common)	

BEECH

4 1/4" Log Run	1 or 2 cars
(25% FAS, 50% No. 1 Common, 25% No. 2 Common)	

COTTONWOOD

4 1/4" FAS (BB Included)	1 car
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BLACK GUM

5 1/4" No. 1 Com. & Btr.	1 car
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PLAIN WHITE OAK

6 1/4" No. 1 Com. & Btr.	1 1/2 cars
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8 1/4" No. 1 C & S. 1 car

6 1/4" No. 1 C & S. 1 car

1 1/4" No. 1 C & S. 1 car

5 1/4" No. 1 C & S. 2 cars

QUARTERED WHITE OAK

4 1/4" No. 1 Common 1 car

5 1/4" No. 1 Common 1 car

6 1/4" No. 1 Common 1 car

5 1/4" FAS 1 car

PLAIN SAP GUM

1 1/4" FAS, 13-17" 1 car

4 1/4" FAS 3 cars

SYCAMORE

4 1/4" No. 2 C. & Btr. 1 or 2 cars

8 1/4" No. 2 C. & Btr. 1 or 2 cars

QTD. RED GUM, SND.

8 1/4" No. 1 Com. & Sel. 2 cars

4 1/4" FAS 1 car

Louisiana Red Cypress Co.

ASH		4 1/4" No. 1 Common	95,000'
4 1/4" FAS	19,000'	5 1/4" No. 1 Common	39,000'
4 1/4" No. 1 Common	24,000'	6 1/4" No. 1 Common	17,000'
4 1/4" No. 2 Common	16,500'	TENNESSEE RED CEDAR	
5 1/4" FAS	53,600'	4 1/4" No. 1 Com. & Btr.	90,000'
5 1/4" No. 1 Common	57,000'	PLAIN WHITE OAK	
5 1/4" No. 2 Common	17,200'	4 1/4" FAS	22,000'
6 1/4" FAS	14,000'	4 1/4" No. 1 Common	53,000'
6 1/4" No. 1 Common	80,000'	4 1/4" No. 1 Common	52,000'
8 1/4" No. 1 Com. & Btr.	155,000'	8 1/4" FAS	17,000'
10 1/4" No. 1 Com. & Btr.	12,000'	8 1/4" No. 1 Common	31,000'
12 1/4" No. 1 Com. & Btr.	22,500'	PLAIN RED OAK	
CYPRESS		4 1/4" FAS	21,000'
4 1/4" FAS	78,000'	4 1/4" No. 1 Common	15,000'
4 1/4" Select	64,800'	5 1/4" No. 1 Common	65,000'
4 1/4" No. 1 Shop.	72,400'	6 1/4" No. 1 Common	75,000'
5 1/4" FAS	19,000'	8 1/4" FAS	28,000'
5 1/4" Select	27,600'	8 1/4" No. 1 Common	37,000'
5 1/4" No. 1 Shop.	32,400'	QUARTERED WHITE OAK	
5 1/4" FAS	52,700'	4 1/4" Clear Strips	22,000'
8 1/4" Select	46,400'	4 1/4" No. 1 Common	38,000'
POPLAR		5 1/4" No. 1 Common	48,000'
4 1/4" FAS	15,000'	6 1/4" FAS	10,000'
4 1/4" FAS, SND	22,000'	6 1/4" No. 1 Common	11,000'

Welsh Lumber Company

WHITE ASH		5 1/4" No. 1 Com. & Btr.	60,000'
5 1/4" No. 1 Com. & Btr.	120,000'	8 1/4" FAS	100,000'
8 1/4" No. 1 Com. & Btr.	60,000'	4 1/4" No. 2 Common	50,000'
8 1/4" No. 2 Common	75,000'	5 1/4" No. 2 Common	75,000'
5 1/4" No. 2 Common	30,000'	5 1/4" No. 2 Common	60,000'
COTTONWOOD		QUARTERED SAP GUM	
4 1/4" FAS	225,000'	1 1/4" No. 1 Com. & Btr.	150,000'
5 1/4" No. 1 Com. & Btr.	200,000'	5 1/4" No. 1 Com. & Btr.	190,000'
CYPRESS		PLAIN RED GUM	
4 1/4" No. 1 Shop.	75,000'	5 1/4" No. 1 Com. & Btr.	30,000'
4 1/4" No. 1 Common	150,000'	6 1/4" No. 1 Common	17,000'
5 1/4" Selects	30,000'	8 1/4" No. 1 Common	63,000'
5 1/4" No. 1 Shop.	45,000'	QUARTERED RED GUM	
5 1/4" No. 1 Common	100,000'	4 1/4" No. 1 Com. & Btr.	45,000'
SOFT ELM		8 1/4" No. 1 Com. & Btr.	25,000'
4 1/4" Log Run	80,000'	SOFT MAPLE	
4 1/4" No. 2 Common	30,000'	1 1/4" Log Run	200,000'
8 1/4" No. 2 Common	30,000'	8 1/4" Log Run	120,000'
12 1/4" Log Run	235,000'	10 1/4" Log Run	115,000'
PLAIN SAP GUM		12 1/4" Log Run	100,000'
5 1/8" No. 1 Com. & Btr.	80,000'		
3 1/4" No. 1 Com. & Btr.	150,000'		

Grismore-Hyman Co.

WHITE ASH

4 1/4" FAS 10" & up	1 car	12 1/4" No. 1 Com. & Btr.	5 cars
5 1/4" FAS 10" & up	1 car	16 1/4" No. 1 Com. & Btr.	1 car
6 1/4" FAS 10" & up	1 car	1 1/4" No. 1 Common	2 cars
1 1/4" FAS Regular	2 cars	5 1/4" No. 1 Common	2 cars
5 1/4" FAS Regular	2 cars	6 1/4" No. 1 Common	2 cars
6 1/4" FAS Regular	2 cars	8 1/4" No. 1 Common	2 cars
8 1/4" FAS Regular	2 cars	10 1/4" No. 1 Common	1 car
4 1/4" No. 1 Com. & Btr.	3 cars	12 1/4" No. 1 Common	1 1/2 car
5 1/4" No. 1 Com. & Btr.	2 cars	4 1/4" No. 2 Common	3 cars
6 1/4" No. 1 Com. & Btr.	2 cars	5 1/4" No. 2 Common	1 car
8 1/4" No. 1 Com. & Btr.	4 cars	8 1/4" No. 2 Common	1 car
10 1/4" No. 1 Com. & Btr.	2 cars		

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

Partial List Dry Stock

PLAIN SAP GUM		PLAIN RED GUM	
6 1/4" FAS	2 cars	6 1/4" No. 1 Common	1 car
QUARTERED SAP GUM		ELM	
6 1/4" FAS	2 cars	10 1/4" Log Run	1 car
6 1/4" FAS	3 cars	MAPLE	
4 1/4" No. 1 Common	4 cars	10 1/4" Log Run	1 car
PLAIN BLACK GUM		CYPRESS	
6 1/4" No. 1 Com. & Btr.	1 car	5 1/4" FAS	1 car
QUARTERED RED GUM		6 1/4" FAS	2 cars
8 1/4" No. 1 Com. & Btr.	5 cars	8 1/4" FAS	2 cars
6 1/4" No. 1 Com. & Btr.	1 car	PLAIN RED GUM, S. N. D.	
		10 1/4" FAS	1 car

Stillions-Mingea Lumber Co.

Mill: Rome, Miss. Sales Office: Memphis, Tenn.

ASH		CYPRESS	
5 1/2" No. 1 Com. & Btr.	1 car	4 1/2" FAS	3 cars
4 1/2" No. 1 Com. & Btr.	1 car	4 1/2" Select	2 cars
4 1/2" No. 2 Common	1 car	4 1/2" Shop	10 cars
5 1/2" FAS	1 car	4 1/2" No. 1 Common	5 cars
5 1/2" No. 2 Common	2 cars	4 1/2" No. 2 Common	5 cars
8 1/4" No. 1 Common	1 car	4 1/2" No. 3 Common	3 cars
COTTONWOOD		4 1/2" No. 4 Common	1 car
4 1/4" Box Boards, 13-17"	5 cars	5 1/4" FAS	2 cars
4 1/4" Box Boards, 9-12"	3 cars	5 1/4" Select	2 cars
4 1/4" FAS, 13-17"	1 car	8 1/4" FAS	2 cars
4 1/4" FAS, 9-12"	10 cars	8 1/4" Select	2 cars
4 1/4" FAS	5 cars	10 1/4" Shop & Btr.	2 cars
4 1/4" No. 1 Common	1 car	12 1/4" Select	1 car
6 1/4" FAS	1 car	SAP GUM	
6 1/4" No. 1 Common	2 cars	5 1/2" FAS	5 cars
6 1/4" No. 2 Common	1 car	5 1/2" No. 1 Common	2 cars

Chicago Lumber & Coal Co.

1817 N. PARKWAY, MEMPHIS.
MAIN OFFICE.....St. Louis, Mo.
CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

ASH		S. N. D.	
5 1/2" No. 1 Com. dry	1 car	8 1/4" FAS 3 mo. dry	1 car
5 1/2" No. 2 Com. dry	1 car	8 1/4" No. 1 C. 3 mo. dry	3 cars
QUARTERED RED GUM, S. N. D.		QUARTERED WHITE OAK	
4 1/4" FAS, 3 mo. dry	2 cars	4 1/4" FAS, 2 mos. dry	9,000'
4 1/4" No. 1 C. 3 mo. dry	3 cars	4 1/4" No. 1 Com. dry	100,000'
8 1/4" FAS, 6 mo. dry	4 cars	4 1/4" No. 2 Com. dry	50,000'
8 1/4" No. 1 C. 6 mo. dry	4 cars	5 1/4" FAS, dry	18,000'
10 1/4" FAS, 6 mo. dry	2 cars	5 1/4" No. 1 Com. dry	60,000'
10 1/4" No. 1 C. 6 mo. dry	2 cars	5 1/4" No. 2 Com. dry	30,000'
PLAIN SAP GUM		PLAIN WHITE OAK	
5 1/2" FAS, dry	6,000'	4 1/4" FAS, dry	7,000'
5 1/2" No. 1 C. dry	20,000'	4 1/4" No. 1 Com. dry	20,000'
QUARTERED RED GUM		5 1/4" No. 2 Com. dry	15,000'
4 1/4" FAS, 3 mo. dry	1 car	QUARTERED RED OAK	
4 1/4" No. 1 C. 3 mo. dry	3 cars	5 1/4" No. 1 Com. dry	20,000'
QTD. FIG. GUM		5 1/4" No. 2 Com. dry	5,000'
4 1/4" FAS, 2 mos. dry	1,000'	PLAIN RED OAK	
4 1/4" No. 1 C. 2 mos. dry	5,000'	3 1/4" FAS, dry	4,000'
QUARTERED RED GUM		3 1/4" No. 1 Com. dry	40,000'
6 1/4" FAS, dry	1,000'	3 1/4" No. 2 Com. dry	20,000'
6 1/4" No. 1 Com. dry	7,000'	4 1/4" FAS, dry	15,000'
		5 1/4" No. 1 Com. dry	20,000'

RUSH LUMBER CO.

ELM		WHITE OAK	
6 1/4" 1" Log Run	2 cars	4 1/4" FAS	2 cars
16 1-12 1" No. 2 C&B		RED GUM	
CYPRESS		4 1/4" No. 1 Common	2 cars
5 1/4" No. 1 Common	1 car	4 1/4" No. 1 Common	1 car
1 1/2" No. 1 Shop	3 cars	4 1/4" No. 2 Common	1 car
1 1/2" No. 1 Common	2 cars	RED GUM	
5 1/4" FAS	1 car	5 1/4" FAS	1 car
5 1/4" No. 1 Common	1 car	5 1/4" No. 1 Common	1 car
TUPELO		SAP GUM	
5 1/4" No. 1 Common	1 car	4 1/4" FAS	1 car
RED OAK		4 1/4" No. 1 Common	2 cars
4 1/4" FAS	2 cars	4 1/4" No. 2 Common	2 cars
4 1/4" No. 1 Common	2 cars	6 1/4" FAS	2 cars

Thompson & deFenelon HARDWOOD LUMBER

PLAIN WHITE OAK		PLAIN RED OAK	
4 1/4" No. 1 Common	219,000'	6 1/4" No. 1 Com.	51,000'
4 1/4" No. 2 Common	491,000'	4 1/4" No. 2 Com.	491,000'
PLAIN RED OAK		QTD. SAP GUM	
3 1/4" No. 1 Common	61,000'	4 1/4" No. 1 Com.	92,000'
4 1/4" No. 1 Common	271,000'	4 1/4" No. 2 Common	92,000'
5 1/4" No. 1 Common	65,000'	ELM	
4 1/4" No. 2 Common	97,000'	6 1/4" No. 3 Common	60,000'
QUARTERED RED OAK		6 1/4" Log Run	364,000'
4 1/4" Nos. 1 & 2 Com.	334,000'	10 1/4" Log Run	101,000'
4 1/4" No. 3 Common	100,000'	ASH	
PLAIN RED OAK		5 1/4" No. 1 Common	68,000'
12 1/4" Bridge Plank	80,000'	PECAN	
4 1/4" No. 1 Common	61,000'	7 1/4" Nos. 1 & 2 Com.	72,000'
QUARTERED RED GUM		6 1/4" Nos. 1 & 2 Com.	120,000'
4 1/4" No. 1 Common	113,000'	8 1/4" Nos. 1 & 2 Com.	185,000'
4 1/4" No. 2 Common	183,000'	HICKORY	
PLAIN SAP GUM		6 1/4" Nos. 1 & 2 Com.	53,000'
5 1/2" FAS	149,000'	8 1/4" Nos. 1 & 2 Com.	111,000'
4 1/4" FAS	107,000'	MAGNOLIA	
6 1/4" FAS	66,000'	4 1/4" No. 2 Com. & Btr.	58,000'
4 1/4" No. 1 Common	213,000'	5 1/4" No. 2 Com. & Btr.	66,000'
5 1/4" No. 1 Common	59,000'		

Pritchard-Wheeler Lbr. Co.

RAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

Ready for Prompt Shipment

4 1/4 1st & 2nd Genuine Tupelo	5 cars
4 1/4 No. 1 Common Genuine Tupelo	5 cars
4 1/4 6 to 12" 1st & 2nd Cottonwood	3 cars
4 1/4 13" and wider 1st & 2nd Cottonwood	3 cars
8 1/4 Select Yellow Cypress	3 cars
6 1/4 Log Run Beech	1 car
6 1/4 Log Run Sycamore	1 car
6 1/4 Log Run Soft Maple	1 car

Delivered prices on these, or any other items of Southern Hardwoods or Cypress, submitted on request.

Baker-Matthews Lumber Co.

QTD. RED GUM, S. N. D.		PLAIN WHITE OAK	
5 1/4" 1s & 2s	13,000'	3 1/4" 1s & 2s	15,000'
5 1/4" Com. & Btr.	13,000'	3 1/4" No. 1 Com. & Sel.	15,000'
8 1/4" Com. & Btr.	50,000'	4 1/4" 1s & 2s	50,000'
PLAIN SAP GUM		5 1/4" 1s & 2s	12,000'
4 1/4" No. 1 Com. & Sel.	15,000'	5 1/4" No. 1 Com. & Sel.	35,000'
4 1/4" No. 2 Common	30,000'	8 1/4" Log Run	15,000'
4 1/4" No. 3 Common	30,000'	QUARTERED WHITE OAK	
5 1/4" No. 1 Com. & Sel.	50,000'	4 1/4" 1s & 2s	40,000'
6 1/4" Com. & Btr.	35,000'	4 1/4" No. 2 Common	20,000'
PLAIN RED GUM		4 1/4" C. & B. Strips	30,000'
4 1/4" No. 1 Com. & Sel.	25,000'	6 1/4" No. 1 & 2 Com.	35,000'
5 1/4" No. 1 Com. & Btr.	15,000'	8 1/4" No. 1 & 2 Com.	14,000'
6 1/4" No. 2 Common	100,000'	QUARTERED RED GUM	
QUARTERED RED GUM		4 1/4" No. 1 Com. & Sel.	15,000'
4 1/4" No. 1 Com. & Sel.	25,000'	5 1/4" No. 1 Com. & Sel.	25,000'

Geo. C. Brown & Co.

PLAIN WHITE OAK		QUARTERED RED GUM	
5 1/2" FAS	25,000'	8 1/4" No. 1 Com. & Btr.	30,000'
5 1/2" No. 1 Common	60,000'	4 1/4" & 6 1/4" No. 1 C&B	20,000'
5 1/2" No. 2 Common	15,000'	QTD. FIG. RED GUM	
4 1/4" FAS	15,000'	4 1/4" No. 1 Com. & Btr.	21,000'
4 1/4" No. 1 Common	40,000'	8 1/4" No. 1 Com. & Btr.	38,000'
4 1/4" No. 2 Common	15,000'	PLAIN RED GUM	
6 1/4" FAS	15,000'	5 1/2" No. 1 Com. & Btr.	10,000'
6 1/4" No. 1 Common	40,000'	4 1/4" No. 2 Common	15,000'
6 1/4" No. 2 Common	20,000'	QUARTERED SAP GUM	
PLAIN RED OAK		5 1/4" No. 1 Com. & Btr.	60,000'
5 1/2" No. 1 Common	50,000'	PLAIN SAP GUM	
5 1/2" No. 2 Common	20,000'	5 1/2" No. 2 Com. & Btr.	120,000'
4 1/4" No. 1 Common	200,000'	4 1/4" No. 2 Common	100,000'
4 1/4" No. 2 Common	50,000'	6 1/4" No. 2 Com. & Btr.	27,000'
5 1/4" No. 1 Common	100,000'	CUTTING	
6 1/4" No. 2 Common	40,000'	4 1/4" E.B. Wide & Nar.	150,000'
PLAIN MIXED OAK		4 1/4" No. 2 Com. & Btr.	120,000'
4 1/4" Sound Wormy	100,000'	CYPRESS	
4 1/4" & 6 1/4" No. 3 Com.	130,000'	5 1/4" No. 1 Com. & Btr.	80,000'
6 1/2" S. W. B.	30,000'	6 1/4" 1s & 2s	70,000'
7x9 Switch & Cross Ties	50,000'	4 1/4" No. 3 Com. & Btr.	115,000'

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

QUARTERED WHITE OAK	
4 1/2" FAS	120,000'
5 1/2" FAS	20,000'
6 1/2" No. 1 Common	170,000'
6 1/2" No. 2 Common	15,000'
7 1/2" No. 1 Common	8,000'
7 1/2" No. 2 Common	1,000'
QUARTERED RED OAK	
4 1/2" FAS	20,000'
5 1/2" FAS	8,000'
6 1/2" No. 1 Common	74,000'
6 1/2" No. 2 Common	7,000'
7 1/2" No. 1 Common	8,000'
7 1/2" Sound Wormy	25,000'
PLAIN WHITE OAK	
4 1/2" FAS	60,000'
5 1/2" FAS	38,000'

Ferguson & Palmer Company

QUARTERED WHITE OAK	
4 1/2" FAS	28,000'
4 1/2" No. 1 Common	46,000'
4 1/2" No. 2 Common	45,000'
5 1/2" FAS	14,000'
5 1/2" No. 1 Common	20,000'
6 1/2" FAS	11,000'
6 1/2" No. 1 Common	16,000'
6 1/2" FAS	4,000'
8 1/2" No. 1 Common	24,000'
QUARTERED RED OAK	
4 1/2" FAS	16,000'
4 1/2" No. 1 Common	38,000'
PLAIN RED OAK	
3 1/4" FAS	35,000'
4 1/4" Com. & Btr.	48,000'
4 1/4" Sound Wormy	65,000'
5 1/4" Com. & Btr.	44,000'
8 1/4" No. 1 Common	11,000'
SYCAMORE	
4 1/4" Log Run	35,000'
6 1/4" Log Run	20,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

COTTONWOOD	
4 1/4" BR., 9-12", 8 mo.	2 cars
4 1/4" BR., 13-17", 8 mo.	2 cars
4 1/4" FAS, 6-12", 8 mo.	3 cars
4 1/4" No. 1 Com., 8 mo.	4 cars
5 1/4" FAS, 8 mo.	4 cars
5 1/4" No. 1 Com., 8 mo.	5 cars
PLAIN RED GUM	
4 1/4" No. 1 Com., 6 mo.	1 car
5 1/4" No. 1 Com., 6 mo.	2 cars
QUARTERED RED GUM	
6 1/4" No. 1 Com., 6 mo.	1 car
8 1/4" Com. & Btr., 6 mo.	3 cars
PLAIN SAP GUM	
4 1/4" FAS, 10 mo.	3 cars
4 1/4" No. 1 Com., 10 mo.	3 cars
4 1/4" No. 2 Com., 10 mo.	3 cars
5 1/4" FAS, 12 mo.	3 cars
6 1/4" FAS, 12 mo.	1 car
6 1/4" No. 1 Com., 12 mo.	5 cars

Johnson Bros. Hdwd. Co.

10 1/4" FAS	14,000'
16 1/4" FAS	45,000'
4 1/4" No. 1 Common	300,000'
5 1/4" No. 1 Common	100,000'
6 1/4" No. 1 Common	2,000'
8 1/4" No. 1 Common	13,000'
10 1/4" No. 1 Common	12,000'
12 1/4" No. 1 Common	12,000'
4 1/4" No. 2 Common	120,000'
5 1/4" No. 2 Common	16,000'
PLAIN RED OAK	
4 1/4" FAS	15,000'
5 1/4" FAS	38,000'
6 1/4" No. 1 Common	300,000'
7 1/4" No. 1 Common	75,000'
8 1/4" No. 1 Common	87,000'
9 1/4" No. 2 Common	12,000'
4 1/4" Sound Wormy	320,000'
OAK	
4 1/4" No. 3 Common	75,000'

10 1/4" Log Run	85,000'
ELM	
12 1/4" Log Run	108,000'
10 1/4" Log Run	84,000'
5 1/4" Log Run	50,000'
4 1/4" Log Run	24,000'
MAPLE	
10 1/4" Log Run	65,000'
8 1/4" Log Run	30,000'
4 1/4" Log Run	20,000'
ASH	
16 1/4" Com. & Btr.	30,000'
12 1/4" Com. & Btr.	92,000'
10 1/4" Com. & Btr.	80,000'
8 1/4" Com. & Btr.	73,000'
8 1/4" No. 2 Common	14,000'
6 1/4" Com. & Btr.	25,000'
6 1/4" No. 2 Common	15,000'
5 1/4" No. 1 & No. 2 Com.	33,000'
4 1/4" No. 1 Common	38,000'
4 1/4" No. 2 Common	45,000'
4 1/4" No. 3 Common	17,000'

QUARTERED WHITE OAK	
5 1/8" No. 1 Com. & Btr.	80,000'
4 1/4" 1s & 2s	15,000'
4 1/4" No. 1 & No. 2 Com.	200,000'
5 1/4" No. 1 Com. & Btr.	17,000'
6 1/4" No. 1 Com. & Btr.	40,000'
PLAIN WHITE OAK	
5 1/8" No. 1 Com. & Btr.	50,000'
3 1/4" No. 1 Common	17,000'
4 1/4" 1s & 2s	15,000'
4 1/4" No. 1 & No. 2 Com.	60,000'
5 1/4" No. 1 Com. & Btr.	35,000'
6 1/4" No. 1 Com. & Btr.	15,000'
PLAIN RED OAK	
3 1/4" No. 1 & No. 2 Com.	100,000'
4 1/4" No. 1 & No. 2 Com.	150,000'
5 1/4" Step Plank	12,000'
5 1/4" No. 1 Common	40,000'
PLAIN SAP GUM	
5 1/8" No. 1 Com. & Btr.	35,000'
4 1/4" 1s & 2s	15,000'
4 1/4" Wide Box Bds.	35,000'
4 1/4" Narrow Box Bds.	17,000'

Brown & Hackney, Inc.

QUARTERED WHITE OAK	
1 1/2" FAS	12,000'
3 1/4" FAS	11,000'
4 1/4" FAS	20,000'
1 1/2" No. 1 Common	20,000'
3 1/4" No. 1 Common	37,000'
4 1/4" No. 1 Common	200,000'
5 1/4" No. 1 Common	15,000'
6 1/4" No. 1 Common	18,000'
8 1/4" No. 1 Common	29,000'
QUARTERED RED OAK	
4 1/4" FAS	25,000'
4 1/4" No. 1 Common	75,000'
4 1/4" No. 2 Common	50,000'
PLAIN WHITE OAK	
4 1/4" FAS	11,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD	
4 1/4" Com. & Btr., 6 mo.	1 car
8 1/4" No. 1 Com., 6 mo.	1 car
6 1/4" Com. & Btr., 4 mo.	1 car
RED GUM	
5 1/8" Com. & Btr., 6 mo.	1 car
4 1/4" 1s & 2s, 6 mo.	1 car
4 1/4" No. 1 Com., 6 mo.	5 cars
SAP GUM	
6 1/8" 1s & 2s, 4 mo.	4 cars
5 1/8" No. 1 Com., 4 mo.	2 cars
4 1/4" 1s & 2s, 4 mo.	1 car
4 1/4" No. 1 Com., 4 mo.	2 cars
QTD. RED GUM	
8 1/4" 1s & 2s, 6 mo.	1 car
SOFT MAPLE	
6 1/4" Log Run, 6 mo.	1 car
RED OAK	
4 1/4" 1s & 2s, 6 mo.	4 cars
4 1/4" No. 1 Com., 6 mo.	5 cars
8 1/4" Com. & Btr., 4 mo.	1 car
WHITE OAK	
4 1/4" 1s & 2s, 6 mo.	2 cars
4 1/4" No. 1 Com., 6 mo.	5 cars
QTD. WHITE OAK	
4 1/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

QUARTERED WHITE OAK	
4 1/4" Com. & Btr.	30,000'
6 1/4" Com. & Btr.	12,000'
PLAIN WHITE OAK	
4 1/4" FAS	15,000'
4 1/4" No. 1 Common	75,000'
PLAIN RED OAK	
4 1/4" FAS	15,000'
4 1/4" No. 1 Common	260,000'
4 1/4" No. 2 Common	100,000'
OAK	
4 1/4" Sound Wormy	200,000'
PLAIN RED GUM	
5 1/4" Com. & Btr.	40,000'
6 1/4" Com. & Btr.	30,000'
8 1/4" Com. & Btr.	50,000'
PLAIN RED GUM	
4 1/4" Com. & Btr.	30,000'
QUARTERED RED GUM	
4 1/4" Com. & Btr.	60,000'
QUARTERED SAP GUM	
6 1/4" Com. & Btr.	200,000'

Erskine-Williams Lbr. Co.

HARDWOODS

"HOOSIER HAVE MADE"

S.P. COPPOCK & SONS LUMBER CO.

Manufacturers and Dealers

Indiana
Quartered Oak
a Specialty

Hardwood Lumber

FORT WAYNE, IND.

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana
Quartered Red and White
OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

Pierson-Hollowell Lumber Co.

Manufacturers and Wholesalers
HARDWOOD LUMBER

Write for our prices on

WALNUT

Also get our prices on
OAK, WHITE ASH, BEECH
MAPLE, SOFT ELM, POPLAR
And other hardwoods

Pierson-Hollowell Lumber Co.

507-508 Lemcke Bldg., Indianapolis, Indiana

INDIANA HARDWOODS

HARDWOODS HISTORY

CYPRESS

TENNESSEE YELLOW

4/4 Selects	15,000
4/4 Shop (No. 1&2)	65,000
4/4 No. 1 Common	80,000
4/4 No. 2 Common	80,000
5/4 Shop (No. 1&2)	30,000
6/4 Selects	18,000
6/4 Shop (No. 1&2)	70,000
6/4 No. 1 Common	15,000
8/4 1s&2s	45,000
8/4 Selects	45,000

ALL BAND SAWED, EDGED AND TRIMMED
50% OR MORE LONG LENGTHS
SPLENDID WIDTHS

This Lumber Is READY for Prompt Shipment
WRITE OR WIRE FOR PRICES

NORTH VERNON LUMBER MILLS
NORTH VERNON, INDIANA

Eisaman-Richer Lumber Co.

PERU, INDIANA

Specializing in

**Indiana
Black Walnut**

Situated in the heart of Indiana, where are still grown the finest hardwoods in the country, our mills at Peru and Kokomo produce "Hoosier Hardwoods" exclusively. Inquiries solicited on heavy Oak, Ash, Hard Maple, Elm, Beech and Sycamore.



**OUR
Indiana White Oak**
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

CHARLES H. BARNABY

Mfr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

ASH TOUGH INDIANA STOCK

4/4" 1s&2s	15,000 ft.
8/4" No. 1 Common & Better	26,000 ft.
8/4" No. 1 Com. & Better, 10" and up.	7,000 ft.
10/4" No. 1 Common & Better	57,000 ft.
12/4" No. 1 Common & Better	50,000 ft.
16/4" No. 1 Common & Better	9,000 ft.
4/4" No. 1 Common	29,000 ft.
5/4" No. 1 Common	19,000 ft.
4/4" No. 2 Common	20,000 ft.
5/4" No. 2 Common	11,000 ft.
6/4" No. 2 Common	28,000 ft.
12/4" No. 2 Common	10,000 ft.

ALL BAND SAWN—WELL MANUFACTURED—
DRY—EXCELLENT WIDTHS AND LENGTHS

This Lumber Is Ready for Prompt Shipment

WRITE OR WIRE FOR PRICES

Maley & Wertz Lumber Co.

Mills: EVANSVILLE, IND.; KEIRN, MISS.

Ask Grandad. He Used Them

E. SONDHEIMER COMPANY

MEMPHIS, TENNESSEE

MANUFACTURERS HARDWOOD LUMBER

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN RED GUM	
5/8" 1s & 2s.....	75,000'
4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	75,000'

QUARTERED RED GUM	
4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	12,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	21,000'
6/4" No. 1 Common..	5,000'
8/4" 1s & 2s.....	25,000'
8/4" No. 1 Common..	25,000'
10/4" No. 1 C. & B..	40,000'
12/4" No. 1 C. & B..	9,000'

QUARTERED SAP GUM	
5/8" 1s & 2s.....	25,000'
5/8" No. 1 Common..	15,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
5/4" 1s & 2s.....	25,000'
5/4" No. 1 Common..	25,000'

SOFT ELM	
6/4" Log Run	25,000'
8/4" Log Run	100,000'

PLAIN SAP GUM	
3/4" No. 1 Common..	25,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
1x13-17" Box Bds....	100,000'
1x9-10" Box Bds....	100,000'
5/4" 1s & 2s.....	100,000'
5/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	200,000'
6/4" 1s & 2s.....	25,000'
6/4" No. 1 Common..	50,000'

PLAIN RED OAK	
3/4" 1s & 2s.....	30,000'
8/4" No. 1 Common..	100,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	100,000'
4/4" No. 3 Common..	200,000'
5/4" 1s & 2s.....	15,000'
6/4" No. 1 C. & B....	10,000'
8/4" No. 1 C. & B....	10,000'

QUARTERED RED OAK	
4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'

QUARTERED WHITE OAK	
4/4" No. 1 Common..	17,000'
4/4" No. 2 Common..	15,000'

PLAIN WHITE OAK	
3/4" No. 1 Common..	40,000'
4/4" 1s & 2s.....	15,000'
4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'
5/8" No. 3 Common..	25,000'

WILLOW	
4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	25,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	50,000'
5/4" No. 2 Common..	75,000'
6/4" 1s & 2s.....	75,000'
6/4" No. 1 Common..	75,000'
6/4" No. 2 Common..	25,000'
8/4" 1s & 2s.....	15,000'
8/4" No. 1 Common..	20,000'
8/4" No. 2 Common..	30,000'

QUARTERED TUPELO	
4/4" 1s & 2s.....	35,000'
4/4" No. 1 Common..	20,000'

PLAIN TUPELO	
4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	17,000'
6/4" 1s & 2s.....	35,000'

6/4" No. 1 Common..	40,000'
6/4" No. 2 Common..	17,000'

COTTONWOOD	
4/4" 1s & 2s.....	100,000'
1x13-17" Box Bds....	50,000'
4/4" No. 1 Common..	200,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	30,000'
6/4" No. 1 Common..	100,000'
6/4" No. 2 Common..	150,000'

ASH	
4/4" No. 1 C. & B....	5 cars
8/4" No. 1 C. & B....	3 cars
5/4" No. 1 C. & B....	3 cars
10/4" No. 1 C. & B....	2 cars
3" No. 1 C. & B....	1 car

CYPRESS	
1" 1s & 2s.....	3 cars
6/4" 1s & 2s.....	1 car
8/4" 1s & 2s.....	1 car
1" Select	3 cars
1" No. 1 Shop.....	5 cars
5/4" Select	1 car
5/4" No. 1 Shop.....	1 car
6/4" Select	1 car
6/4" No. 1 Shop.....	1 car
4/4" No. 1 Common..	5 cars
4/4" No. 2 Common..	5 cars
4/4" Pecky	1 car

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HARDWOOD SPECIALISTS

The BIGELOW-COOPER CO.
Bay City, Michigan



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Vol. LII

CHICAGO, MARCH 25, 1922

No. 11

Review and Outlook

General Market Conditions

THIS MARKET is written from the "sticks" several days ahead of publication. It may be that by the time it reaches the trade a reaction from conditions current the past two or three weeks will develop. Indeed, the very nature of the change which has characterized trading over this period is such as to make a swing back quite likely in due time. Whether it will have started or not by the time this appears is questionable.

During the two or three weeks preceding this issue trading has tightened up to an extent entirely unanticipated and not altogether explainable. To the extent that furniture markets have been of dominant importance during the rehabilitation period, just so are the actions of buyers in the furniture trade of direct moment to the hardwood industry, and it is safe to say that the major attention has focused on the furniture factories since their buying dwindled down to so small a figure.

Other industries representing last hardwood markets will function independently of furniture and in such cases there are apparently known factors to reckon with. For instance, in building the development of lumber demand is based entirely on visible evidence of improvement, either permits, contracts or new work actually started. Among the implement folks one has an index in the official data which records definite, though gradual, improvement in the agricultural fields. With the railroads the prospect is defined by records of orders placed for renewals or improvements in various departments.

In furniture, though, it would seem that the limitations of buying change spasmodically. Thus one might well be constrained to wonder whether present wholesale withdrawal from purchases is not the result of concerted effort rather than from actual softening in furniture sales. Quite true, general complaint is heard that retailers are not ordering and thus that the manufacturer cannot safely buy lumber. But this complaint does not seem consistent with the manufacturing record of his own business, which apparently reveals two to four months' orders ahead comparing very favorably with normal requirements. Hardwood Record earnestly believes that if the non-buying policy is consistently pursued in the face of a fairly satisfactory furniture business, the ultimate result will be distinctly unfavorable to the buyer. Holders of hardwood are in general gaining strength, and regardless of evidence of cut prices confidence is every day becoming more the dominant sentiment of the trade. The season for a natural expansion of demand is upon us and it would take very little more en-

couragement to substantially strengthen the lumbermen's viewpoint.

Optimism should not discount the apparently inevitable coal strike. It should be remembered, though, that the effect of this strike cannot be what it would be during a period of prosperous activity. And, too, the visible supply will ward off hardship for a number of weeks.

In the meantime, though, the favorable factors continue to multiply, and to increase their balance over the retardant influences. For this reason it is impossible to concede that any set-backs can be more than temporary.

The Handwriting on the Wall

IN TIMES OF DEPRESSION we should prepare for the future, and by doing so we can cure the depression itself." This assertion was made by Secretary of Commerce Hoover during his address to the Interstate Commerce Commission on the railway rate question on February 2. It is the "mene, mene, tekell, upharsin," which Congress must heed and for which the business men of the country must become Daniels.

If heeded it will help forestall another wild period of inflation, with its destructive sequel of depression. But further than this, it will speed the day of recovery from the present depression and bring us to that delectable land for which our President coined the expressive word, Normalcy. The railroads of the country now have the opportunity to build which they will not have when business approaches to anything like normal. When business resumes, Mr. Hoover said, "we shall need all of our capacity for production of consumable goods." Then, if the railroads have not acquired the additional trackage, rolling stock and terminals necessary to the needs of normal business, "we shall not only find it (business) strangled for lack of transportation, but we shall find ourselves plunging into the manufacture of this very railway equipment and construction in competition with consumable goods for materials and labor." And, he explained, "herein lies the basic cause of destructive prices, inflation and booms, with all their waste and overexpansion."

None of us wants this. We crave normalcy as the shipwrecked sailor craves the blessed sight of land. We have got, to be plain about it, our belly full of inflation and deflation.

Mr. Hoover insisted that the railroads should "propose a courageous program of broad-visioned betterments," and if this can be financed in no other way, "the Government should consider giving

the use of its superior credit." In other words, he proposes that the Government guarantee the indebtedness required to bring the railways up-to-date. This, he maintains, would not cost the taxpayer a cent. "This is no proposal to take money from the taxpayer. It is a proposal to save him from paying treble the amount of his guaranty in profiteering and losses. It will render a reduction of rates earlier, for unless something is done the improvements will have to be paid for over years and out of increased rates. Nor would he lose a cent on the guaranty, for if American railways can not earn interest on their borrowings let us throw up our hands and prepare for a second Russia."

"There is nothing that will so quickly start the springs of business and employment as an immediate resumption of construction and equipment of the railways," Mr. Hoover averred. "... A real program of construction would in its various ramifications give relief to five or six hundred thousand of our unemployed. It would enable even larger numbers to increase their standards of living, and thus give increased market to the produce of our farmers. Our farmers, who look for foreign markets for their surplus, should stop to consider that our home consumption of meat decreased nearly seven pounds per capita in 1921, mostly owing to unemployment, and that if this decrease could be overcome it would be worth more than a 35 per cent increase in exports."

Then Mr. Hoover said in passing: "We talk glibly of giving billions of credit to foreign countries in order to increase our farm exports. I wish to say, with all responsibility for the statement, that a billion dollars spent on American railways will give more employment to our people, more advance to our industry, more assistance to our farmers, than twice that sum expended outside of the frontiers of the United States—and there will be greater security for the investor."

Now this is where the business interests of the country come in. They should strenuously exert whatever influence they have to see that the proposition receives the attention from Congress that it deserves. The railroads must build and build now, and if they can not arrange to do it alone, Congress should arrange to help them.

We have pondered Mr. Hoover's advice long and hard and we are convinced that it is vital. We believe that it would be foolhardy to ignore it.

Repeal the Adamson Law

DELIVERING HIS ANNUAL ADDRESS to the National Wholesale Lumber Dealers' Association in Washington the other day, John W. McClure, president, confined his utterances largely to association or specific lumber matters. His chief deviation from this course was to consider the Adamson Law, and this reflects the importance of that problem. Mr. McClure urged that this law be repealed, and in order to assist in giving his remarks the circulation they deserve, **HARDWOOD RECORD** desires to repeat them editorially. He said:

"Another year has gone by without any substantial relief from the high freights, which is the largest single factor in the cost of our product delivered to the consumer. Apparently the situation

has reached a deadlock, which I believe can only be broken by the repeal of the Adamson Law. The heavy increase in wages which was saddled upon the railways through the action of this vicious law was the least of their troubles. The effective destruction of the authority and discipline of railway managers over their organizations is directly responsible for the demoralization, waste and increased operating costs which followed. The railroads themselves and the governmental bodies having regulatory supervision over them can do little or nothing to relieve shippers and the general public so long as the Adamson Law acts as an artificial restraint against all natural and economic laws.

"The railroad systems of our country were first saved from the domination of the big shippers, then from the exploitation of the financiers, then from the blight of Government ownership and operation, and now the public must devote itself to the saving of our transportation system from the clutches of the organized workers who are demanding that they be maintained as a preferred laboring class, free from responsibility for their acts and exempted by statute from the natural operation of fundamental laws which govern all business. I have faith in the American people, and believe they will never tolerate the seizure of our railroads for the special benefit of any one class or group of men, whether they be shippers, financiers or employees."

Now this statement should not be dismissed perfunctorily. It should be remembered and, whenever and wherever the opportunity comes, acted upon. Since the war a great deal has been done to restore our railroads to a normal economic basis, but there is much to be done yet. Surely none of the remaining improvements is of more importance than the repeal of the Adamson Law. The passage of this law was a surrender to labor in time of stress. It set up a tyranny of railroad labor which, if it ever had any right to exist, has no right now. This law is a species of paternalism which cannot be reconciled to true Americanism. It must go, just as Government operation of the railroads went.

A Sure Sign of Returning Prosperity

A STATEMENT FULL OF GOOD CHEER for every business man was issued by the Bureau of the Census of the Department of Commerce on March 23. This statement recorded a marked improvement in most of the "key" industries of the country, and confirmed previous conclusions "to the effect that business is gradually working its way back to normal."

The most fundamental and significant change recorded was in the prices of agricultural products. For months the low state of agricultural values had been retarding all economic betterment. Therefore, such news as the Government now sends out relative of these values should hearten everyone. With the single exception of tobacco, every farm product which is covered in the "Survey of Current Business" made a substantial increase in February over the preceding month. The Government report says: "Compared with December, 1921, the improvement is still more marked. The price of hogs in Chicago increased 45 per cent in two months. Sheep and lambs increased from 40 to 70 per cent. During the same period wheat and corn each rose about 20 per cent. Wool increased 28 per cent, while cattle and the minor cereals showed substantial gains. Cotton, although slightly higher than in January, is still below the price attained in the last quarter of 1911."

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Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Some Wood Stains and Their Causes

By Ernest E. Hubert
Assistant Pathologist

Bureau of Plant Industry in Co-operation with Forest Service
Forest Products Laboratory

Most of the discolorations or stains found in stored lumber or wood products of various kinds are caused by certain types of organisms known as fungi. These minute plants secure their nourishment from the wood they inhabit and as they develop they find means to progress from one wood cell to the other in order to reach deeper into the wood in search of more food. As we learn more about the wood staining fungi, we find new ones to add to the sizeable list, and we also find that the damage done is greater than formerly supposed. Blue stain or sap stain so common on pine lumber and often found on hardwood lumber was estimated in 1911 to cause an annual loss of about eight and a quarter million dollars.¹

Recent investigations made in co-operation with the Forest Products Laboratory have disclosed the fact that fungi are responsible for a large number of detrimental and disfiguring stains in wood. Some of the worst offenders are found staining a variety of hardwood products, such as barrel staves, shovel, pick and hammer handles, veneer, furniture stock, wagon and automobile stock, airplane propeller blanks, and lumber of all descriptions.

A few of the most important stains causing loss through degrade and cull are here presented with a brief discussion of methods of control.

The Grayish-Olive Stain of Hardwoods

This stain was first described by Humphreys² as common on stored railroad ties cut from beech, red gum and persimmon. It has also been found in black gum pulp logs kept in storage for experimental use. The stain produced in wood by this fungus, *Lasiosphaeria pezizula*, (Fig. 1), resembles somewhat the blue-stain in sapwood caused by *Ceratostomella* sp., and to be discussed later, but differs in that it is grayish olive in color instead of grayish blue. It stains both heartwood and sapwood and is usually found penetrating the cut ends from one to four inches. As in the case of blue-stain, the presence of the fungus in the wood tissues imparts the "stain" color to the wood. The fungus, in the form of minute threads

called hyphae, grows in length, branches and penetrates the cell walls or the thin places in the walls. In this manner the stained area is extended and the stain spreads. This mold-like plant rarely penetrates the cell wall of the wood as in Fig. 1D, but searches out the natural openings and passes through these (Fig. 1A).

This stain usually appears on stored material improperly piled and exposed to the elements.

The Yellow Stain of Birch, Hickory, Oak and Other Hardwoods

If you should find a "yellow streak" in your hardwood product you can be reasonably certain that it is due to some fungus which crept in when you "weren't lookin'."

This very inconspicuous yet troublesome yellow stain is often found in the products manufactured from some of the well known hardwoods. The stain develops in the wood during the period following the cutting of the tree and before the wood is worked up into the finished product. Improper storage of logs, lumber or stock of any kind under conditions favorable for fungous growth may cause this stain to develop. A moldy appearance of the stock may be the first symptom.

It has been observed in birch veneer, birch used in airplane manufacture, hickory and maple handles for various implements, such as shovels, hoes, hammers and axes, in oak laminations used in airplane propellers, in oak wagon felloes and spokes and in oak lumber.

The stain is of a pale yellow color, usually in streaks or irregular spots, and is most easily detected when the wood is surfaced. The fungus is also found in areas of the wood, showing very faint to no discoloration. By cutting thin sections of the yellowed wood and examining under the microscope numerous minute colorless fungous threads are found winding their way within the wood cells, occasionally penetrating the cell walls. Upon making artificial cultures of this yellow wood a fungus is produced which is mold-like in character, olive buff in color and which grows rapidly under proper moisture conditions. It is classed in the *Penicillium divaricatum* group, and resembles somewhat the fungus which is found on stored wood pulp.³

The principal loss due to this stain is in the discoloration of the finished product. The stain often runs deep into the wood and can not be surfaced off. The purchaser is continually on the lookout for imperfections in axe and other tool handles which to him may

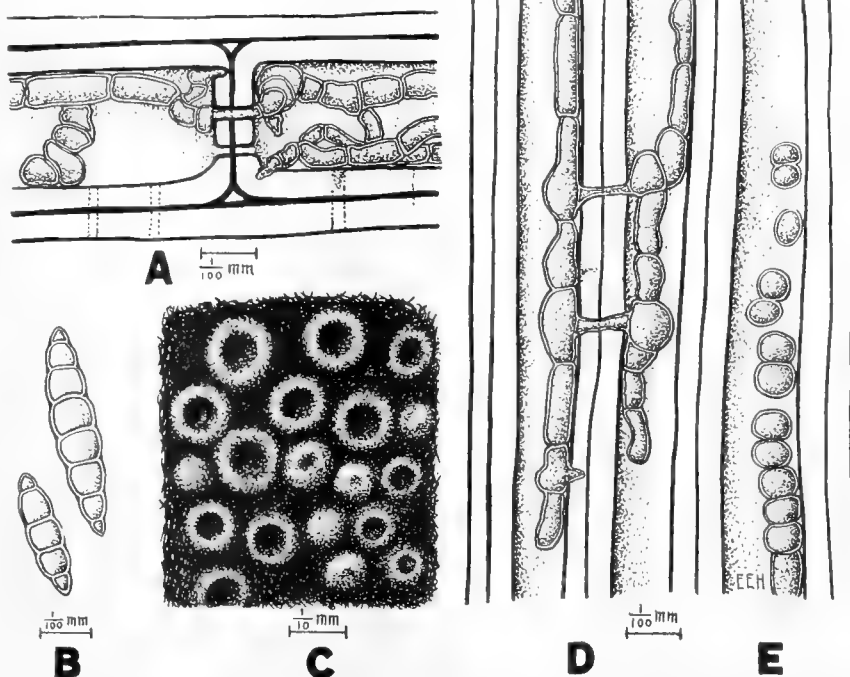


Fig. 1. At A and D the fungus threads of the olive black mold are seen penetrating the cell walls of persimmon wood. At B and C are shown the spores and the crater-like fruiting bodies of the above fungus. Enlarged about 500 times

¹ Weiss, H. F., and Barnum, C. T. *The Prevention of Sap Stain in Lumber*. U. S. Dept. Agriculture Forest Service Circular 192:1-19, 1911.

² Humphrey, C. J. *The decay of ties in storage*. *Proceed. American Wood-Preservers' Assoc.* 16:217-250. Pl. 1-8, 1920.

³ Kress, O., Humphrey, C. J., Richards, O. A., Bray, M. W., and Staidl, J. A. *Deterioration of Wood Pulp and Pulp Wood by Fungi and Methods of Control*. *American Paper and Pulp Association*, 1922.

appear as serious defects and may cause him to reject such stock. A "yellow streak" in everyday language is usually interpreted as a sign of weakness, and the discovery of a "yellow streak" in oak wood should be seriously investigated. Yellow stained oak should not be used in the construction of airplane propeller blades, although there seems to be no reason why it should not be used for purposes requiring wood of less exacting strength properties.

The Red Stain in Boxelder

As far back as 1880 there is a record in German literature of a "blood red" to "carmine red" stain observed in the heartwood of the trunk, roots and branches of boxelder (*Acer negundo*). At that time a statement was made that some fungus might be responsible for this stain. Recently many samples of red stained boxelder have been referred to this laboratory for examination to determine the cause of the discoloration. Sections of the stained wood examined under the microscope disclosed numerous hyphae of some fungus developing in the wood cells. This red stain has been observed to extend from the roots through the trunk and into the larger branches of several freshly cut boxelders. Information from other parts of the United States where boxelder is cut in considerable quantity indicates that this stain is very common and that it is a peculiar characteristic of the wood of this tree. In fact, it may be used with some degree of accuracy as one of the characters in the identification of this wood.

The color of the stain usually varies from a light jasper red to a light coral red or coral pink. In the heartwood of the branches the color is often very pronounced. In the heartwood of the main trunk of the tree there often develops a true heart-rot of a dull yellowish brown color and on the outer edge of this rotted area is found a zone of bright red, usually extending to the inner edge of the sapwood. Cultures made from these two areas indicate there are apparently in this case two distinct and separate fungi developing in the heartwood.

The "Scorch" of White Pine and Yellow Pine

A new and very striking stain has been observed recently developing on air-seasoned white pine (*P. strobus*) while stacked in the mill yards. It has also been collected on western yellow pine. It is aptly termed a "scorch" stain, for the discoloration resembles very closely a scorching by fire. Attention to this stain was first directed by samples of "scorched" white pine sent in for determination of the cause of the discoloration. It has been found to discolor the best grades of white pine and yellow pine lumber and considerable loss in degrade has resulted. This discoloration should not be confused with the chemically produced brown stain of sugar pine, which it closely resembles.

The scorched areas are somewhat irregularly distributed throughout the wood, both heartwood and sapwood being subject to attack. The colors of the patches and streaks range from a light yellowish brown to a rich dark brown, sometimes approaching black. The streaks are sometimes narrow, extending some distance along the grain of the wood. In western yellow pine the "scorch" develops in the sapwood adjacent to blue stain and apparently the two do not mingle.

Cultures made by using fragments of the stained wood invariably produce a fungus, the mycelium of which becomes dark brown with age. The fungus isolated is apparently the direct cause of this discoloration, and is one of the numerous fungi belonging to the large group, the molds. It is probably a species of *Alternaria*, and microscopical examination of the stained wood shows hyphae resembling this fungus developing within the wood cells and occasionally penetrating the cell walls.

Blue Stain of Hardwoods and Softwoods

The common defect produced in "sap" lumber and other wood products by the species of *Ceratostomella* is called "blue stain." Boards so stained are graded lower than unstained boards, and since much of this staining develops in storage or during air seasoning considerable loss is experienced when infected piles are opened up and it is found that much of the stock has to be regraded before it can be sold.

Blue stain is common in the sapwood of a large number of woods, both of the hardwood and the softwood species. The fungus causing the stain grows rapidly and sap stain may appear in a log 48 hours after it is cut. The minute threads or hyphae of the fungus are of a colorless to brown color, and their presence in the wood tissues is responsible for

the blue gray discoloration. When these threads, feeding on the contents of the wood cells and to some extent on the cell walls, reach a certain stage in their development, fruiting bodies are produced upon the surface of the wood. These fruiting bodies appear as minute black specks upon the blued wood, and under a magnifying glass are seen to resemble small black hairs or bristles swollen at the base (Fig. 2A). These black, flask-like bodies contain the spores (Fig. 2B) which when ejected are carried about by the wind and other agencies and are capable of germinating and causing a new blue-stain infection.

In a study of several species of both broadleaf and coniferous woods it was observed that quite frequently the fungous threads penetrated the wood cells (Figs. 3c and 4). In one case in which the sap wood of scrub pine was found heavily blued, the examination of radial sections showed a single young hypha or thread penetrating three cell walls (Fig. 4). The fungous threads are considerably constricted where they pass through the bore holes in the cell walls, and swellings occur in the threads at the points where they enter and emerge (Figs. 3 and 4).

More often the hyphae in spreading throughout the wood tissue search out the natural openings in the wood cells and pass through these, the shape of the fungous thread conforming to the shape of the opening (Fig. 3C). In the case of simple pits, the hyphae must dissolve the middle membrane in order to pass through.

In the less resistant wood ray cells the effect of the fungous attack is very pronounced. The cell walls between the ray cells are completely dissolved, so that there is less than a shell or framework of the ray left (Fig. 3A). These wood ray cells are particularly affected by the fungous attack and appear to be weakened, and this no doubt affects the strength of the wood to some extent. For ordinary uses blued wood is apparently as strong as unstained wood. Little work has been done to prove that the stained wood is below normal in strength.

Such reliable strength tests as have been made indicate a slight weakening effect, due to the blue-stain. Since decay-producing fungi may develop simultaneously with blue-stain in the same timber, this furnishes a basis for discriminating against the use of blued

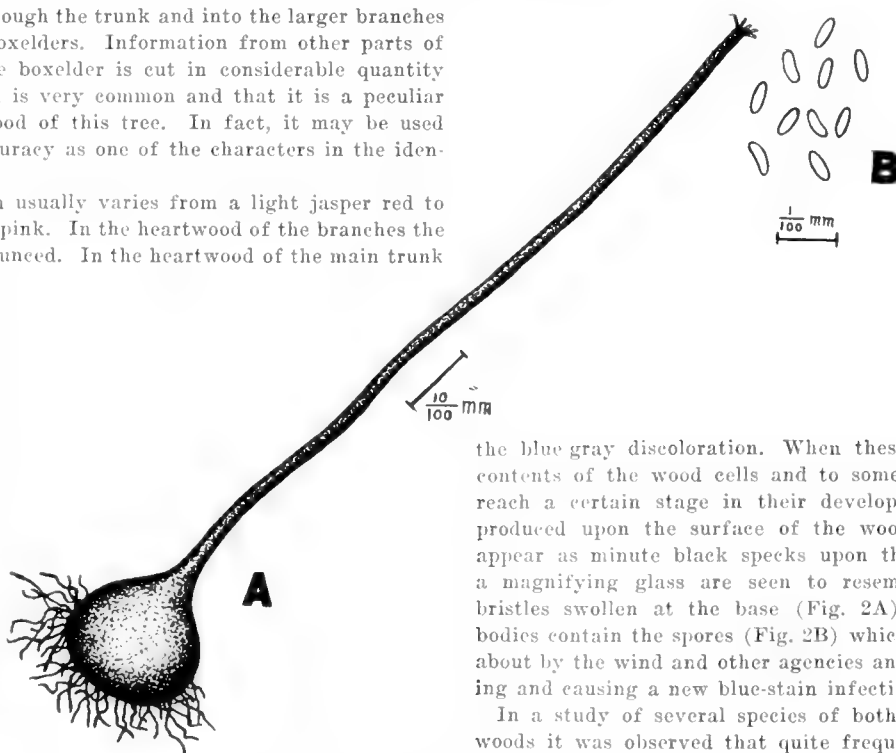


Fig. 2. Showing the flask-shaped fruiting body of a blue-stain fungus at A. Enlarged about 100 times. The actual length is about 5/100 of an inch. At B are shown the minute spores produced from this fruiting body, and capable of germinating and starting new infections. Enlarged about 800 times.

wood for structural purposes where the failure of the piece is likely to cause loss of life and property. For this reason blue wood, wood stained by *L. pezizula* (grayish olive mold) and yellow stained wood should be rejected in airplane construction unless careful tests indicate otherwise.

Several cases have been noted where blue wood steamed and bent for use in the manufacture of furniture, barrel staves and other products has failed under the bending process. It would be of value to determine whether the blue-stain fungus in the broken bent material is the cause of the failure or whether it is due to wood-destroying fungi accompanying the blue-stain.

In the case of steam bent and other products manufactured from the sapwood of red gum a wood-destroying fungus (*Polyporus adustus*) very frequently accompanies the blue stain and no doubt plays an important part in weakening the wood.

Fungi Can Revive After Long Periods of Drying

In some of the samples studied the fungi in the wood had been dormant, that is, kept in the dry air of a room, for a considerable length of time, and in one case the blue-stain fungus had remained dormant for a period of seven years in the sap zone of a piece of structural timber. The blue-stain hyphae, dormant in the wood for a considerable period of time, are capable of reviving and sending forth new hyphae on the return of favorable growth conditions. This fact has an important bearing on the piling of lumber for air seasoning or for storage. Boards cut from the sapwood of slightly blue logs should be stored and piled in such a manner as to immediately check by rapid drying the further development of the fungus, otherwise the blue-stain will spread. It is equally important to keep the material dry once it has been properly seasoned, for the fungus will revive and continue to spread as long as sufficient moisture is present for its growth. The loss by degrading due to the development of blue-stain in stacks containing sapwood lumber has never been estimated. Investigative work aiming at the development of the best methods of piling lumber to prevent blue-stain and other stains which degrade lumber is greatly needed and would aid in preventing much of this unnecessary loss. The Forest Products Laboratory is engaged in a study covering these points, and accounts of the scope of this project are to be found in several of the lumber trade journals.

Methods of Control

The methods of control here presented do not apply to the red stain of boxelder which develops in the standing living tree. They are suggested for use against such fungi as attack the wood after the tree is felled.

There are three possible methods of combating wood stains, as follows: Air seasoning, kiln drying and treatment with antiseptic solutions.

Air seasoning, if effective, is believed by many to be the cheapest method to use. Rapid handling from the time the tree is cut until the lumber is properly stacked in the yards will greatly aid in reducing if not preventing blue-stain and other stains which appear in the stacked material. Quick drying by means of a system of piling which affords ample ventilation and requires the use of treated stickers will prevent the fungi from securing a foothold.

The best methods of handling lumber to prevent stains are in the process of development, and a study along these lines is under way.

Kiln drying appears to be an effective method of control, although definite data on the effect of the various standard kiln runs on the fungi in the wood and on the development of blue-stain and other stains on stock after piling are not yet secured.

Some interesting data are here presented for the first time as a result of preliminary tests made by the writer to determine the effect of temperature on the vitality of the blue-stain fungus and decay-producing fungi in wood. The application of such data to kiln drying is evident, particularly in respect to the minimum amount of heat and time required for the preliminary steaming at the beginning of the run in order to be reasonably certain that all fungi present in the wood are killed by this treatment.

As a result of this test it has been determined that a temperature of 140 degrees F. maintained for three hours at saturated atmosphere (relative humidity 100 per cent) kills the blue-stain fungus in 1-inch and 2-inch stock containing blue sapwood. The fungus in the 4-inch stock remained alive in the central portion of the test pieces. In six hours under the above conditions no revival of the fungus was observed in the 1-inch, 2-inch or 4-inch test pieces and similarly for the 9, 12 and 24-hour tests. Three species of wood, paper birch, northern white cedar and eastern white pine were used in the tests which are being continued.

Ordinary kiln drying should therefore be effective in killing the blue-stain fungus and thus preventing the appearance of blue-stain, providing the stock is kept in a dry, sanitary condition during storage. In general it is believed that steaming the stock at 170 or 180 degrees Fahr. for a period not exceeding an hour will stop the growth of mold. This treatment heats the surface of the stock sufficiently to kill the mold, and at the same time too rapid drying is prevented by the saturated air. (See Forest Products Technical Note No. 136.) Tests in progress may show that a lower temperature may be used to advantage.

The antiseptic treatment of wood with solutions to prevent staining has been practiced for some time with varying degrees of success. Sodium carbonate, sodium bicarbonate and sodium fluoride are the chemicals more commonly used in this method of control, which consists of dipping the stock as it comes from the saw in a heated chemical solution. In this process it is again important that the stock when piled should be well ventilated and the stickers or crossing strips used in piling should be narrow and should also be treated with the chemical. This insures a drier condition in the boards and prevents the development of stains at the point of contact with the stickers. Molds are often found to be troublesome under this treatment,

as the chemicals mentioned fail to prevent mold growth. Where moisture penetrates the stacks of treated lumber the sodium bicarbonate not only fails to eliminate stain, but causes deterioration in the appearance of the lumber by imparting to it a yellowish discoloration.

It is evident that the conditions under which the stock is stored after treatment are highly important factors in the control of stain. Proper methods of piling and protection of stored material against moisture are vital points to be considered in preventing stain.

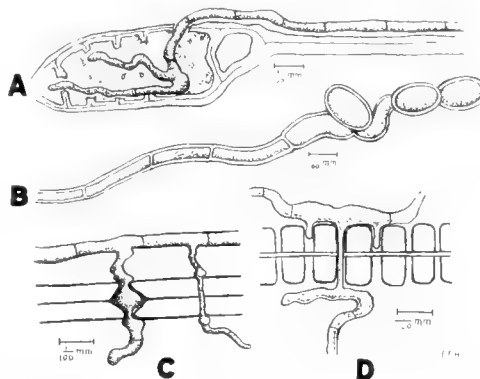


Fig. 3. Showing the blue-stain fungus in shortleaf pine decomposing the medullary ray at A, and penetrating the cell walls at C and D. Enlarged about 500 times

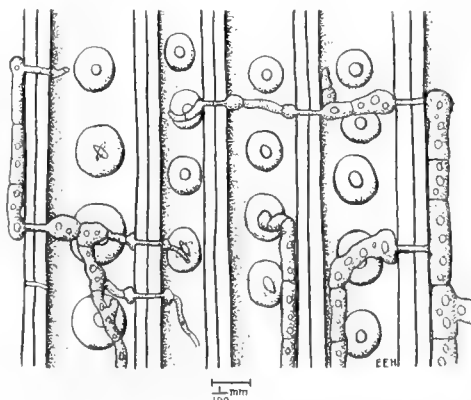


Fig. 4. Young threads or hyphae of the blue-stain fungus in the wood cells of scrub pine, showing direct penetration of the cell walls. Note the constrictions where the threads pass through the walls. In the lower center one thread is passing through a bordered pit. Enlarged about 500 times

Dimension Stock and Dimension Prices

The subject of proper manufacture and reasonable purchase of dimension stock, as an offset to the uneconomic and wasteful shipment of low-grade hardwood lumber, has been tossed about by both the producing and consuming industries for, "lo! these many years." The subject reminds one of the toy balloon used by evening celebrants at some of our ultra-cabarets, or, if you will, by eager participants at many of our best lumber banquets. The balloon is inflated and then batted around from one to the other, never stopping long enough at one place to let anybody see exactly what it is made of or what keeps it up in the air.

This simile might have been applied up to a more or less recent date, for during the past year or two certain earnest men who have seemed capable of appreciating both sides of the question have got behind the dimension movement and crystallized the thought of the past generation or two into something which apparently is being gradually put into workable form. It is the understanding of **HARDWOOD RECORD** that something definite may be advanced within the next two or three months.

In the meantime, the subject has been followed with absorbing interest by experienced hardwood operators all over the country. It is in no sense stretching the facts to state that the warmest supporters of dimensioning have been the manufacturers. In support of this statement is the littered trail which marks the course of the dimension business up to a recent date. The path is marked with the remains of innumerable earnest endeavors on the part of lumber manufacturers to eliminate the waste involved in shipping unusable material in board form, when, provided the consuming industries as a whole would dignify the dimension business with recognition of what it is, namely, good sound merchandising of hardwood lumber, it could be more economically shipped with truer regard for conservation if reduced to clear dimensions.

It is absolutely a fact that the hardwood manufacturers are entirely willing to manufacture and sell accurate dimension at a price which will enable them to show just a reasonable profit.

The Sawmill Man's Viewpoint

HARDWOOD RECORD's references during the past few months to the dimension problem have elicited a substantial number of communications on the subject. Both sides have been presented in these communications, none of which has, however, so clearly expressed the sawmill man's angle as does the letter from a prominent operator reproduced below.

This letter is a cordial, impartial and sincere effort to state the lumberman's conviction in the matter of dimension production, and carries with it an invitation to anyone interested in the question to offer further discussion, either in accordance or at issue with this writer's views.

HARDWOOD RECORD wishes on its own account to add that its pages are wide open to any discussion whatsoever that may help to establish the dimensioning of hardwood lumber on a basis that will insure its permanent occupancy of a recognized position both among the producers and consumers of hardwood lumber. If any reader of this article has any thought whatsoever which he wishes to contribute either with or without his signature, **HARDWOOD RECORD** will be delighted to receive those comments whether they be brief or lengthy and to give them space in the first available issue.

The letter follows:

A great deal is being written and said about dimension stock for furniture, etc., and although I do not want to discourage the men who are behind this propaganda, for I think it is one of the best movements that have been inaugurated in years, nevertheless there are certain phases of the situation which have apparently been overlooked. We are told that a great many furniture manufacturers are desirous of purchasing this dimension stock and that its use would become very easily established if the sawmill would only be more careful and turn out a more accurate

article. All I have to say to this is that if the furniture man really wants dimension stock he can get it and can get exactly what he wants from the sawmill man if he will pay the proper price for it. For years this clear dimension stock in oak, gum and other woods has been selling for about a No. 1 common price, if anything a little below a No. 1 common price, and the result is that the woods are literally full of men today who have gone broke trying to get out this dimension stock for the furniture factories. This is a point that needs no argument, for all one has to do is to make a few inquiries to establish it. The first necessary preliminary in this dimension stock proposition is the acknowledgment by the consumer of the proper basis of values. I have been told by both furniture men and vehicle men that a clear, well manufactured small dimension is of more value to them than the grade of FAS. This being the case I cannot understand why these people are endeavoring to buy this stock at around a No. 1 common price. I am acquainted with mills who have experimented in the cutting up of No. 1 common and No. 2 common grades into dimension stock, and their conclusions have invariably been that they must receive a price close to the price of FAS in order to turn out a proper article. This conclusion stands to reason when one roughly analyzes the prices of the various grades. The FAS grade is practically clear and sells at a definite price; the No. 1 common grade cuts two-thirds clear in fair-sized cuttings and sells for about half the FAS price; the No. 2 common grade will cut one-half clear in even smaller cuttings than the No. 1 common and sells for about one-fourth of the FAS price. The point I am making is this, no matter what standard grade of lumber you are buying, you are in reality paying for the clear part of the board and the more clear there is the higher the price.

* Odds Are Ten to One

Now come the furniture men and want to buy an accurately sawed article, entirely clear, and expect to get it in many cases at less than a No. 1 common price. Gentlemen, this cannot be done. It is a simple merchandising proposition, and if you will get out a pencil and paper and figure a little while you will see that the millman cannot stand it. He may think he is getting along all right, but the fact remains that there are ten of these dimension manufacturers that have gone broke to one of them that is still hanging on by his eyelids. I repeat what I said before, that a furniture manufacturer can get exactly what he wants and in exactly the way he wants it if he will only go into the market and offer a price for the article that will enable the sawmill man to make a reasonable profit. And I say "reasonable profit" advisedly, for although a great many of us sawmill men have been cursed high and low for recent years, the fact remains that during the last half century, outside of a few hectic periods of commercial spasm, a sawmill will run, and run contentedly, and run successfully, at a very moderate margin of profit per M feet.

I am not writing this in a spirit of disparagement of the effort being made to encourage the production of small dimension stock; I think it is a great movement and that we all have been committing a merchandising crime in shipping the lower cutting-up grades of hardwoods over long distances and paying anywhere from \$10 to \$25 per M for the privilege of sending along thousands of tons of waste which only goes into the fire hole when it reaches destination. This is all wrong and is decidedly uneconomical in its character. Nevertheless, if this movement is going to be a success the subject must be handled in an intelligent manner and on a sound commercial basis. Otherwise you will find that the dimension mill has been strangled entirely in an effort to produce a most logical and desirable article at a prohibitively low price. The vehicle manufacturers know only too well and to their sorrow that this has already been the case with the mills who used to furnish them their spoke material.

"SAWMILL."

Locomotives Traded for Polish Stumpage

Exchanging locomotives for Polish stumpage, and later selling the timber to France, is the latest international business transaction into which Samuel M. Vauclain, president of the Baldwin Locomotive Works, has entered.

While relating the events of his recent trip to Europe before fellow members of the Delaware Bridge Commission, Mr. Vauclain explained to them this famous exchange. He says he made arrangements to sell locomotives to the government of Poland and to take lumber still standing in trees for payment. The timber was sold to France before he returned to this country.

This is but another international deal of the locomotive manufacturer. About a year ago he sold locomotives for oil concessions in Roumania and then sold the oil to British interests.

Not only was that deal arranged, but Mr. Vauclain also said he had been paid a high compliment by the finance minister of Poland in being made the latter's personal emissary on a mission in this country which he will begin next week. The intimation was that he will negotiate a loan from American bankers for Poland, but Mr. Vauclain would not confirm this conclusion when asked to discuss it after the meeting.

Who's Who in Woodworking



J. B. Bartholomew

(Left)

*President
Avery Company, Inc.*

Peoria, Ill.

If ever a man was fitted for a position by natural aptitude and long training J. B. Bartholomew is fitted for the presidency of the Avery Company of Peoria, Ill. He literally began his career from the ground up and it is from this solid basis that he has risen to be one of the best known tractor and motor farming machinery inventors and builders in the country. He knows every phase of tractor use and manufacture and his thorough mastery of his chosen field of labor is acknowledged by the members of the implement and tractor industries in the esteem, confidence and personal leadership which they accord him.

(Continued on page 22)

Floyd R. Todd

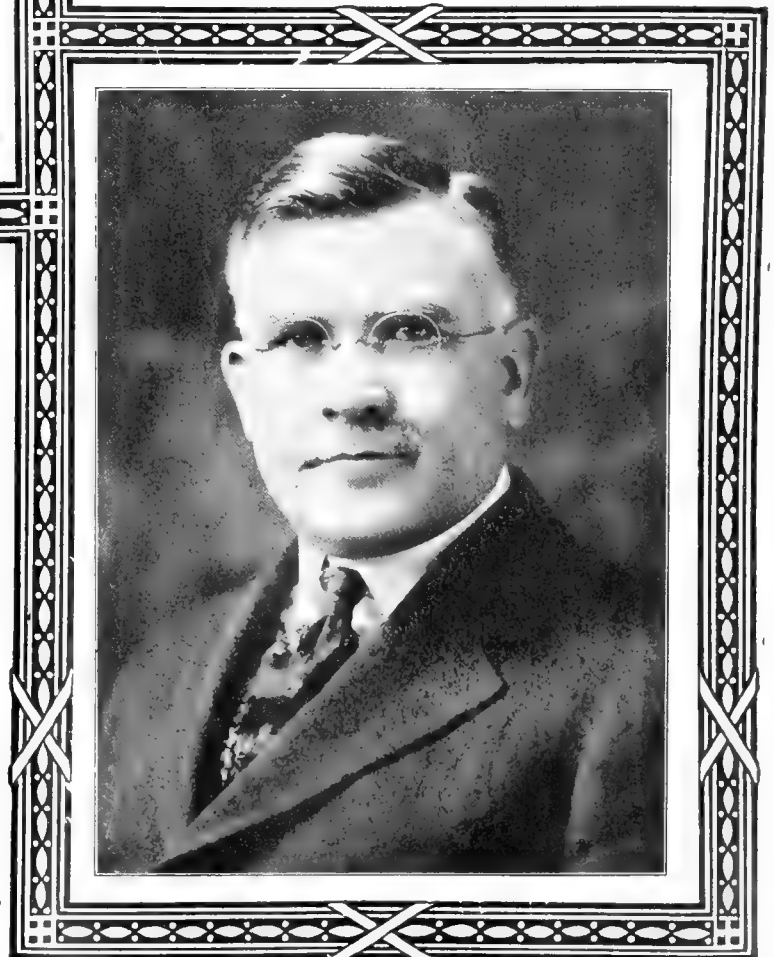
(Right)

*Vice-President
Deere & Company
Moline, Ill.*

Twenty years ago a manure spreader factory at Syracuse, New York, faced failure. Its volume of sales had decreased to a chilly trickle. Its original capital of \$100,000, with which it had started in business fourteen years previously to introduce and develop its product, had shrunk to almost nothing. All that kept the business from being liquidated was the fact that the guarantors of the company's paper would not only have to lose the original investment, but would also have to pay numerous debts.

In this crisis the company sought more aggressive leadership for its sales promotion, and approached Floyd R. Todd with its proposition.

(Continued on page 22)



Who's Who in Woodworking

(Continued from page 21)

J. B. Bartholomew

Mr. Bartholomew was born on a farm one and a quarter miles north of Elmwood, Peoria county, Ill., in February, 1863. He may be said to have inherited an interest in labor-saving farm machinery, for his father was a pioneer user of such devices and a most enthusiastic advocate of them. He kept the equipment on his farm always abreast of the latest improvements and this afforded his young son a great opportunity to early become expert with these devices. When young Bartholomew was fifteen he knew his father's threshing machine like a machine gunner knows his gun. He was also one of the first in his part of the country to operate a straddle-row cultivator, as his father was the purchaser of the first machine of this kind in Peoria county. His father was always a progressive buyer of harvesting machines and mowers from the first hand-rake types up to and including the evolution of the modern twine binder.

Young Bartholomew familiarized himself with the mechanical upkeep and field operation of every new development of farm machine or implement that came onto his father's farm. When the first steam tractor arrived in his township in 1879 he took to it like a duck to water and there was not a threshing bee in those parts at which he was not counted "among those present" in a very practical capacity.

The spring of his seventeenth year he attracted the attention of C. M. Avery by the facility with which he was operating on his father's farm one of the first Avery planters furnished to farmers. Mr. Avery was then canvassing the country in the interest of his company's implements. The next December he hired young Bartholomew to work at the company's plant at Galesburg, Ill. During the remainder of that winter, the young farmer from Peoria county labored in the factory, warehouse and yard of the Avery plant, taking the first steps up the ladder toward the presidency of the company.

His devotion to his "job" (Mr. Bartholomew insists this was a "job" and no "position") caused Mr. Avery, in April, 1880, one year later, to assign him to territory in Illinois, Missouri and Iowa, to move from place to place on letter and telegraphic orders, setting up and starting corn planters and check rows on the farms. After ten weeks of successful work along these lines, he was called back to the factory, given a vacation of two weeks to visit his folks on the farm, and then sent out on the road to make exhibits of Avery machines at the fairs. In the autumn of the same year he was promoted to the position of salesman and factory representative to take orders and contracts from dealers.

From this position Mr. Bartholomew climbed steadily from one place of responsibility to the other until he reached finally the highest post in the gift of the company. He remained in Iowa for ten years in charge of a branch house of the Avery company, building up the business of the company in that section until the Iowa branch became one of the most important of its distributing points.

Upon the death of R. H. Avery, in September, 1892, he was called back to Peoria to take charge of the Traction Engine & Thresher Manufacturing Division of the Avery Company, made a member of the board of directors, and elected vice-president of the company. Mr. Bartholomew continued in these capacities until the death of C. M. Avery in 1907, by which time the business of the Avery Company had reached in volume nearly a million dollars a year and the capital stock had been raised from \$200,000 to \$600,000. He was elected president of the company in 1907.

Shortly before the expiration of the charter of the original company, Mr. Bartholomew effected the necessary reorganization under the name of "Avery Company" with a capital stock of \$2,500,000.

Under his able direction the big company has continued to grow and prosper and is second to none in its field in its progressiveness. As an instance of this progressive spirit, it has kept pace with the evolution of the steam tractor to the gas tractor and has developed

an Avery gas tractor for every size farm, thousands of which have been marketed in every state in the Union and eighty-one foreign countries. Mr. Bartholomew, through his world-wide organization, keeps in closest touch with actual users of tractors operated under all kinds of conditions and is fully conversant with every innovation as fast as it makes its appearance.

Floyd R. Todd

Mr. Todd at the time was a young and successful lawyer of Syracuse. Born at Richmondville, Schoharie County, New York, July 16, 1874, he moved soon afterward with his parents to New York City, had resided there until he was eight years old and had spent later years of his boyhood at Morrisonville Station and other towns in Central New York. He had been graduated from the high school of Oneida, New York, in 1893, had studied law at Oneida and Syracuse, had been admitted to the bar at Rochester, N. Y., in 1896 and had practiced law at Syracuse for six years.

Blessed with all of the endowments that make a successful lawyer—a keen, analytical mind, the gift of oratory, a commanding presence, aggressiveness and the ability to make friends—Mr. Todd was looked upon by older members of the Syracuse bar as a young lawyer who would go far in his profession.

But Mr. Todd also had the real selling instinct and a hearty desire to exercise it. Business, with its prospect of hard fighting and high reward, allured him. So the opportunity to help revive the business of the Kemp & Burpee Manufacturing Company found him ready.

As vice-president and sales manager of the company, Mr. Todd began a campaign to educate farmers to the value of the machine-method of spreading manure. With only a small advertising appropriation possible he began to use farm papers. In the first year one thousand machines were sold—an encouraging volume, in comparison with the practically stagnant business in the years just preceding. In each succeeding year larger sums were appropriated for advertising, and the business of the company grew in proportion. In 1909, seven years after Mr. Todd's affiliation with the company, the annual volume of sales had mounted to 10,000 spreaders.

In 1910 the business was sold to Deere & Company, and Mr. Todd was engaged by the purchasing organization to manage its new Marseilles Company at East Moline, Ill.

The new job brought serious problems. The products were corn shellers, grain elevators and manure spreaders. The new plant was too large for the volume of business than available, so Mr. Todd set out to increase business. Securing greatly increased advertising appropriations, he began a special campaign for the sale of John Deere Spreaders. Within three months after the campaign was started the factory showed signs of being too small.

After a few years of increasing success at the Marseilles plant, Mr. Todd was made manager of Deere & Mansur Company, one of the larger plants of Deere & Company. Later he became vice-president of Deere & Company, a member of the Board of Directors, a member of the executive committee, and officer and director in subsidiary companies.

For a number of years, Mr. Todd has been a member of the Executive Committee, National Association of the Farm Equipment Manufacturers and of the Emergency and Publicity Committee of that association.

During the war he was a member of the Farm Implements Committee of the national association. This was the first war service committee recognized by the War Industries Board.

At the present time Mr. Todd is a member of the President's Conference on Agriculture, and a member of the Advisory Committee to the Transportation Division of the Joint Congressional Commission of Agricultural Inquiry.

A banker-philosopher says that a great man is great because he had concentrated on one thing better than other people. That fits Mr. Todd. He thrives on hard work. Nothing suits him any better than to tackle the knottiest problems that arise in the farm equipment world. He gets the facts and utilizes them effectively. Co-workers call him the "key-noter" of the industry.

President Receives Wholesalers

W. H. Schuette of Pittsburgh Is Elected President of National Wholesale Lumber Dealers Association at Thirtieth Anniversary Meeting in Washington

(By Staff Correspondent)

Addresses by members of the House and the United States Senate, as well as a member of the Cabinet, and a reception by President Harding were a few of the features of the thirtieth annual convention of the National Wholesale Lumber Dealers' Association held at the New Willard Hotel on March 22 and 23.

Characterizing the Department of the Interior as "the home making bureau," Secretary of the Interior Fall, speaking on March 23, the second day of the convention, stated that the department is "deeply concerned in such utilization and development of the lumber industry as will bring about the production and maintenance of the largest number of small homes."

Secretary Fall emphasized the importance of "carefully considered action along this line," in view of the fact brought out by the recent census that the number of rural homes is rapidly diminishing and the mass of voters who have no "stake in the lands," pay no taxes and shift from job to job—"indifferent to the institutions of the country and to the stability of government"—is consequently growing.

He pointed out that there are several measures before Congress which are of peculiar interest to the lumber association, being modifications or expansions of existing laws for land reclamation. If approved by Congress they will extend the home making operations of the Interior Department into many states having large areas suitable for agricultural purposes, but as yet unused. The primary purpose of these proposed laws, he said, is to provide opportunities for country minded, farm-trained, ex-service men and other citizens to acquire homes on the land.

Senator Pepper Addresses Banquet

"The belief of those favoring the four-power treaty is that it is an expression of a new international state of mind," Senator George W. Pepper of Pennsylvania told delegates to the association, speaking at the annual banquet. He declared that "A nation is people with a will to be one."

Sectionalism, according to the speaker, may come to the United States, "If we do not make an effort to see things through the eyes of the others."

"If the Atlantic section," he averred, "and the Pacific section and the Central section, respectively, organize to protect their special interests without regard for interests of other sections, it is reasonably certain that the will to be one will be replaced by the will to be two, or three."

Col. H. C. Osbourne, of Ottawa, Canada, spoke briefly of the need of unity between people of the United States and Canada.

McCreight Urges Rail Wage Cut

C. V. McCreight, chairman of the legislative committee, in his report outlined the various difficulties facing the lumber industry, citing, first of all, the need of further cuts in railroad wages which he declared to be essential before a cut in freight rates could be expected.

"The next problem of importance, and, in fact, one that is obstructing business progress, is the mining situation," reported Mr. McCreight. "Coal miners are refusing to accept a cut to become effective April 1. This, of course, is a waste of effort on their part because costs of mining coal must be reduced. The present wage scale is 87 cents per ton with union operators, and 51 cents per ton at non-union mines, consequently, it is evident that retrenchment is necessary."

Mr. McCreight called upon the present administration to live up to its pledge of "less government in business and attend to the business of the government," in urging members of the association to vigorously oppose the Freylinghuysen Bill to stabilize the coal industry.

"This bill violates the constitutional guarantee against unreasonable search and seizure," said Mr. McCreight.

"It makes possible the publication of private affairs; it provides for the examination of the correspondence of employees of any person or factory consuming more than 100 tons of coal per year; it will entail upon the national Government great expense in the building up of a new bureau, and, by its terms, it is merely the forerunner for regulatory legislation with reference to the coal business; and it establishes a precedent for similar legislation involving other private business of the United States."

The legislation committee again went on record as opposed to bonus legislation which it declared to be a "waste of public money," while favoring "laws which will give prompt and adequate relief to its injured veterans."

Taylor Handles Forestry Question

Horace F. Taylor presented the views of the association on forestry legislation. He declared the association approved of "a sound national forestry policy as soon as such a policy can be framed upon lines that are generally accepted as truly economic for the present and for the future lasting benefit of the American people, and at the same time without disregard of the property rights of citizens insured to them by the Constitution-rights which should by no means be looked upon as of material advantage only, but whose fundamental nature has made them intrinsic in the development of American character."

Dodd Talks on Distribution

Any improvement in distributive methods will have as its ultimate result the elimination of waste, in the opinion of Alvin E. Dodd, manager of the Domestic Distribution Department of the United States Chamber of Commerce, as expressed before the convention the afternoon of March 23.

Mr. Dodd explained that his department is making a study of the waste in distribution and in doing so has outlined "seven questions," not unlike the seven deadly sins, which must be answered



J. W. McClure, retiring president



W. H. Schuette, President



W. W. Schupner, Secretary



C. A. Goodman, Vice-President

before the solution of the problem is found. The questions are:

"What are the stocks of certain selected commodities produced in each month of the year, by quantity?"

"What are those stocks in suspension at the end of each month, by quantity?"

"What are those stocks which enter into consumption each month, by quantity?"

"What is the average received by the producer for each selected commodity each month?"

"What is the average price paid by the retailer for each of those commodities each month?"

"What is the average paid by the consumer for each of those commodities each month?"

"What is the ratio between expenses and profits in each spread each month?"

"There is at present no answer to any of these questions, except in a very few commodities, which can be relied upon as even approximately correct; and even in those few the answers are open to more or less doubt. Yet every one of these answers is of vital importance to business men who cannot expect stabilization in any material respect until the answers have been secured and their significance understood.

"Little imagination is needed to know what benefits will accrue when the manufacturers of rubber boots can look at a chart which shows them the quantities produced, the prices paid and the quantities consumed each month for a period of years. And what is true of the manufacturers of the rubber boots industry is true of every other industry in the country.

"It is the only effective guide to balanced production and distribution. It is the only means for accomplishing constant production and uninterrupted employment. Its results would be felt by every human being in the country from the individual owner of the largest factory down to the humblest workman in the field."

Congressman Fordney Speaks

Representative Joseph W. Fordney of Michigan, making a plea for peace and international unity, declared that more money was spent during the war by this government than was expended by the nation throughout its whole history before the declaration of war.

Dr. Wilson Compton, secretary manager of the association, outlined the plan of organization and purpose of the American Lumber Congress, which will meet in Chicago April 6 and 7, in an address before the convention. Dr. Compton said:

"The American Lumber Congress was organized three years ago

and was intended to be an instrument for aggressive co-operation among all elements of the lumber industry. It has held to these principles and will continue to make defense against the competition of those who seek to take away from the lumberman the market to which he is fairly entitled.

"Perhaps there is an impression among many people that the lumber congress was an effort of the lumber manufacturers to create an organization for their own ulterior purposes, to utilize the moral standing and prestige of all lumbermen for the purpose of picking out of the fire the chestnuts in which the manufacturers were most interested. That idea is wholly erroneous. So far as the National Lumber Manufacturers' Association is concerned the Lumber Congress is not organized to put a gold wreath around the brow of the Manufacturer, but is an effort to avoid the necessity for manufacturers, the dealers—both wholesalers and retailers—placing a laurel wreath at the foot of the Tombstone. I wish to reassert that the lumber manufacturers have no special interest whatever in the Lumber Congress and so far as I personally am concerned—and I can speak perhaps with greater authority for my own views than those of any others—I believe in the Lumber Congress, I believe in the idea, I believe there should be some organized means for joining together for common purposes, in the assertion of common interests, of all those in the lumber industry who wish to participate in such a movement. And I believe also that this Lumber Congress should be made available to all lumbermen on equal terms."

Dr. Compton then specified the method of representation in the American Lumber Congress, pointing out that every organization in the lumber industry, every organization that is state, national, or regional in its scope may, if it pleases, appoint delegates to attend and participate in this Lumber Congress. The doors will be open to lumbermen to discuss common problems which will be laid before them, and at the close of these deliberations the congress is to decide for itself whether or not the lumber trade, speaking through its own voice, through its own chosen representatives, believes that the problems confronting it warrant its being made permanent as now contemplated. In pointing out some of the avenues of usefulness through which the American Lumber Congress may profitably function, Dr. Compton said: "For instance, those of you who are interested in transportation matters have no doubt seen, when these matters of lumber freight rates are on before the commission, or whatever body it may be, the spectacle of lumbermen, representing various parts of the industry, unable to compose themselves sufficiently to get together on a constructive line of testimony, denying each others associations, while the traffic

managers and executives of the railroads are digging into each others' ribs in excess of hilarity because of the lumber witnesses' own confusion. Yet that is exactly what has happened many times and what is going to happen again many times unless we can do something with respect to the maintenance of the position, honorable as it has been, profitable as it has been, in many instances, which the lumber industry has occupied in the past. To what will the Lumber Congress address itself specifically in the large aspects of this situation? I think, among other things, it should discuss publicity and advertising. I don't mean propaganda, I mean combined efforts, using all the organized facilities of the lumber trade, or any part of it whatsoever, for the purpose of laying unitedly before the people who use, or may be made to use lumber, the exact facts with respect not only to the lumber industry, but with respect to the usefulness of its product. I believe that with respect to sizes, Grades, brands, terms of sale, within limits, building code activities, there is a distinctive common interest, a common interest which has never been associated in an organized national way. We have, for instance, attempted to reach all towns and cities of a population of five thousand, or over, for the specific purpose of putting exact technical knowledge and scientific facts into the building codes of those communities."

Dr. Compton also discussed the opportunities offered by the American Lumber Congress in securing the establishment of a just taxation system, touching also upon the opportunities presented for lumbermen to take an active and helpful interest in the discussion and solution of the housing problem, and concluded, "I have every reason to believe that if you have the same interest as I think you have in the future security of the industry to which you have committed yourselves and your fortunes, you will be glad to participate in such activities as I have outlined, and to take your full share in the responsibility of them, and to contribute that which you can so intelligently and efficiently give to help in placing the lumber industry in a higher position among the American industries, a position to which it is entitled on its merits, not only because of the men who are in the industry, but also because of the importance of the product which these men sell. If you are satisfied with things as they are, if we are willing that the lumber industry shall hereafter be, as it for sometime in the past has been, the victim of its misdirected efforts because of our quarreling among ourselves as to the methods by which we shall protect the lumber industry and extend its market, then I have no thought that you will be willing to participate in such an activity as I have outlined."

W. H. Schuette of Pittsburgh was elected president of the Na-

tional Wholesale Lumber Dealers' Association at the closing session of the convention; the association decided to hold its next convention at Pittsburgh. Charles A. Goodman of Marinette, Wis., was elected first vice-president; Dan McLachlin of Araprior, Ontario, second vice-president; Henry Cape, treasurer, and W. W. Schupner, secretary.

Herbert W. Blanchard of Boston was elected a member of the board of trustees to fill the unexpired term of H. W. McDonough, resigned. His term will expire in 1924. Trustees elected for the term expiring in 1925 include F. R. Babcock of Pittsburgh; W. L. Sykes of Conifer, N. Y.; Daniel Wertz of Evansville, Ind.; Charles A. Goodman of Marinette, Wis.; H. F. Taylor of Buffalo, N. Y.; Fred S. Underhill of Philadelphia, and T. T. Adams of Richmond, Va.

President McClure Opens Convention

The convention was opened at the New Willard Hotel on the morning of Wednesday, March 22, by John W. McClure of Memphis, president of the organization for the last two years. Mr. McClure extended "very hearty greetings" to the friends and members of the organization and called attention to the gratifying fact that the present convention marked the thirtieth anniversary of the association's life.

Mr. McClure reviewed briefly the services that the association performs for its members, its growth and prestige, and reported that the "finances of the association are in a sound and satisfactory condition."

Touching upon conditions in the lumber industry, Mr. McClure said that "we now have the satisfaction of knowing that the worst is behind us and that the future course is turning upward toward better things. There are many reasons for believing that 1922 will show a substantial improvement in business over 1921, even though that improvement may come so slowly as to be scarcely perceptible."

Mr. McClure also addressed his attention to the railroad situation and made a powerful appeal for the repeal of the Adamson Law, holding that the railroads could not be restored to an adequate healthy functioning as long as this legislation is upon the statute books.

A most comprehensive survey of association activities was delivered by W. W. Schupner, secretary, in his annual report.

Mr. McClure presided over the convention with his usual dignity and dispatch.

"Human Engineering"

If memory serves aright it was "Charlie" Schwab who originated the term of "Human Engineering." From time to time Mr. Schwab has had occasion to seek, through the channels of some of our greatest universities, men who have been trained rigorously as civil, electrical, mechanical or industrial engineers. To these men he has offered an opportunity for broad service and financial rewards commensurate with their real earning power. This is enough to challenge the best efforts of any ambitious individual.

Doubtless Mr. Schwab in his large experience with men and affairs has come to realize the tremendous importance of human engineering, or handling man power so as to produce the least friction, limit the strain, and produce the best possible results.

It doesn't make any difference fundamentally whether we are handling steel, pigs, battleships, or hardwood products, standing or manufactured—the facts remain the same that *our success to a very large degree is measured by our ability to get along with people.*

Unfortunately there are some individuals who are not very successful in getting along with themselves. This is unfortunate

for we cannot hope to control others until we have won the citadel of self. The Good Book tells us that the man who can control his own spirit is greater than the one who can capture a city. One of the most weakening of influences which we can turn inward upon ourselves is that of self-pity. Self-pity never gets us anywhere or anything. It only makes us weaklings and ridiculous in the eyes of our associates.

A pouting or sulky child is a disagreeable spectacle. A pouting or a sulky grown-up is absurd and contemptible. The man who would succeed as a human engineer must be a good sport. He must so develop his own latent powers, his resources of initiative and optimism and his ability to put up a brave front, that others will believe in him and this in turn will force him to believe in himself.

The executive who aims to become a skilled human engineer must cultivate the habit of self-restraint. The man who is over-free to talk of his affairs with others, scatters himself like bird shot. The owl gets its reputation for its wisdom because of its silence. There is a time when words fitly spoken are like apples

of gold in pictures of silver. But the words, remember, must be fitly spoken. That is, the psychological time for saying them must be considered. Again, the executive who is a skillful engineer of his own efforts must avoid the wasting or flitting away of his own time.

A man who has arisen step by step to be the owner of a very large lumber yard, recently made use of the expression that, "He never would have climbed three rungs on the ladder, had he permitted thoughtless and selfish people to 'vamp' his time." He declares that he is perfectly willing, and always has been, to give ample time to those who have real business to transact with him, and out of business hours he enjoys social intercourse with his friends. But under no circumstances has he ever thought it wise to allow A, B, C, and D, or Tom, Dick and Harry to come in and camp in the midst of a valuable period of the day until they got good and ready to leave.

He has acquired the art of gracefully rising to terminate an over-long interview; of shaking hands in a manner to indicate that this is his busy day; and of using a tone of voice which carries unusual finality with it when he says, "I will think this matter over and let you know later," or "Kindly submit your proposition in writing that I may take its exact terms up with my associates."

All of this leads us to the conclusion that the human engineer, or the executive, must first be in perfect control of himself and his own powers. He must know just what his Goal is and be ready to travel persistently toward it.

The human engineer who is successful in getting along with other people must understand people. You and I will be surprised to learn that others—all those about us are surprisingly like us. As someone has reminded us, we are all born, go through infancy and childhood, love, work, hope, suffer disappointment, marry, live our lives, and our children's over again, buckle down to a serious business task, and then die.

We differ mainly in two things. One is our depth of understanding, and the other, the amount of our will power. The man who understands and is possessed of a firm determination to carry on resultfully, is the one who is ready to employ diplomacy and tact with his fellow workers. Tact is taking advantage of circumstances whatever they are so as to make the other person feel comfortable.

The human engineer will get along with his employees when he is firm, cheerful, and kind, and does not intentionally or unintentionally antagonize and irritate. There are many executives who are really exceedingly capable who lack this tact. Perhaps they are a bit over-pompous or patronizing in manner, or sufficiently absorbed by important details as to be considered snobbish. A straight, business-like atmosphere and a disposition to be fair at all times will win friends—and friends mean Good Will.

Diplomacy is that conduct which calls forth the best of which the other person is capable. Many a worker has it in him to do and to be much more than he is actually producing. But interest, inspiration, and incentive—the THREE MAGIC I'S will bring forth the best, prevent industrial troubles, and produce that close articulation of organization so necessary in all true progress. In fact, someone has said very wisely that, "The greatest barometer of civilization is the ability of people to co-operate."

Think about this as an Executive, as a Leader of men, as a Human Engineer. First control thyself—then thou wilt find it easy to control those who are associated with you. We will grant the responsibility of the engineer who has in his keeping the lives of a trainload of people. Let us realize also the responsibility and the opportunity of those who are human engineers.

Even as the service of hard, sound wood is not to be measured by cells and fibres, and the polish which the surface will take; neither is the human engineer to be measured by weight or height or mere social graces. It is the understanding of head and heart, and the willingness of mind and soul which count!

Wholesalers Choose Woodhead as Leader



Ben S. Woodhead, President

Plenty of evidence that the American Wholesale Lumber Association has made good was visible at the second annual meeting and merchandising conference, held at the Congress Hotel, Chicago, March 9 and 10. The attendance was large and the enthusiasm of the members at a high pitch. A program of originality and great merit, having for its headliner Congressman Joseph W. Fordney, chairman of the House Ways and Means Committee, kept things humming throughout the

two days of the convention. J. Howard Burton of J. H. Burton & Co., New York City, for two years president of the organization, and L. R. Putman, directing manager, each was able to report a successful stewardship. Particularly did the officers take pride in the success of the plan for compulsory arbitration of disputes, which was originated by the association and has been the keynote of its endeavors. The membership adopted a resolution thanking the officers for guiding the A. W. L. A. so successfully through the two years of its formative period.

At the close of the convention Ben S. Woodhead of the Beaumont Lumber Company, Beaumont, Tex., was elected president to succeed Mr. Burton. George M. Stevens of Stevens-Eaton Company, New York, and Lewis Schwager of the Garland-Hall Lumber Company, Seattle, were elected first and second vice-presidents respectively.

The following regional vice-presidents were elected:

Northeastern Region—J. H. Burton, J. H. Burton & Co., New York. Southeastern Region—W. L. Shepherd, W. L. Shepherd & Co., Montgomery, Ala. North Central Region—Dwight Hinckley, Dwight Hinckley Lumber Company, Cincinnati, O. Southwestern Region—G. R. Gloor, Gloor-Ortmann Lumber Company, St. Louis. Northwestern Region—John Saari, Saari-Roblin Lumber Company, Portland, Ore.

The directors elected to represent the various regions are as follows:

Northeastern Region—Turner W. Isaacs, Ryland & Brooks Lumber Company, Baltimore, O.; B. L. Tim, Hirsch Lumber Company, New York; R. B. Rayner, Rayner & Parker, Philadelphia.

Southeastern Region—R. B. McLeod, McLeod Lumber Company, Hattiesburg, Miss.; Charles B. Carothers, Charles B. Carothers, Inc., Memphis; Jay Smith, Jay Smith Lumber Company, Birmingham, Ala.

North Central Region—M. G. Truman, Marsh & Truman Lumber Company, Chicago; Max Myers, Nicola, Stone & Myers Company, Cleveland, O.; L. Germain, Jr., the Germain Company, Pittsburgh.

Southwestern Region—S. M. Masters, Waggener Store Company, St. Louis; Luther Creason, Creason-Grayson Lumber Company, Kansas City; L. V. Graham, Chicago Lumber Company of Washington, Kansas City.

Northwestern Region—Bert R. West, Bert R. West Lumber Company, Spokane, Wash.; Fred S. Palmer, Fred S. Palmer Lumber Company, San Francisco; J. G. Wallace, Wallace-Ballord Lumber Company, Minneapolis.

Lumber Trade Customs

Note: The decisions printed below are rendered by the Arbitration Committee of the American Wholesale Lumber Association.

Claims Must Be Reported Within a Reasonable Time

THE FACTS: A northern wholesaler purchased from a southern wholesaler a car of No. 1 common car siding, shipment of which was made on July 5, 1920, the car being consigned to buyer's order at Cairo, Ill., and reconsigned by him to final destination, where it arrived on September 8, 1920, after having been transferred enroute into another car.

On December 2, 1920, buyer notified seller of his having received report from his customer to the effect that shipment contained 8,136 feet of rejects. Buyer explained that delay in making this report was due to the fact that his customer had been unable until that time to identify the shipment due to its having been transferred enroute.

The seller refused to consider the claim or to order an official inspection of the shipment. Buyer thereupon arranged direct for official inspection, which showed 6,855 feet off grade.

THE DISPUTE: The buyer contends that he did not receive the grade of lumber called for in his contract as proved by an official inspection, and that he was obliged to settle with his customer at a greatly reduced price for the culls reported and that he was only acting as agent for the seller in ordering the inspection and disposing of the culls, and that he must not be caused to suffer loss under such circumstances.

The seller contended that there must be some time limit within which grade claims must be made, if they are to be entertained, and that three months after arrival is not a reasonable time within which to report claims for off-grade. He pointed out that in that time stock could not only deteriorate to such an extent as to affect the grade, but to render identification difficult. He furthermore contended that buyer should have likewise refused to consider claim from his customer at this late date, and that therefore there was no reason why buyer should have suffered any loss.

THE DECISION: Held, First—That from both an ethical and equitable standpoint there must necessarily be a reasonable time limit within which a buyer should either accept or reject a shipment. Failing to receive a complaint within a reasonable length of time after arrival of the car the seller is entitled to consider that the shipment has been accepted as invoiced.

Second—That even though a seller may breach the contract by shipping off-grade material, such breach is waived through failure of buyer to report the facts to the seller within a reasonable time after arrival, and buyer would thereby waive all right to recover damage as a result of the breach.

Third—That approximately three months after unloading a shipment of lumber is not a reasonable time within which to enter a complaint thereon. It is therefore

HELD, Fourth—That the seller in this case was entirely within his rights in declining to recognize a claim on the shipment, and is entitled to payment of his invoice in full as rendered.

Pertinent Information

"Marvels of Science"

Since forestry took on the habiliments of a science and engineers, chemists and technicians began investigating forestry problems, such as the growth and protection of the forests, the harvesting of forest crops and the utilization of wood therefrom, many discoveries have been made that would seem almost without the pale of possibility, according to a bulletin of the New York State College of Forestry.

One of the scientific developments that may have an important bearing on the supply of automotive fuel of the future is the production of ethyl or grain alcohol from wood. Grain alcohol might be employed as a substitute for gasoline, provided it can be produced cheaply and engines adapted to its use, but the practical application of this product, like many other utilities that had their inception in the laboratory, must finally depend for its commercial development upon mechanical ingenuity and capital.

Sawdust can be converted into good fodder for cattle and farm stock. Other products of surprising variety and character are obtained either wholly or partially from wood, such as smokeless powder, linoleum, artificial silk, paint, varnish, soap, ink, celluloid, sausage casing, acetylene, chloroform, iodoform and many kinds of dyes and oils.

A new field has opened in scientific research with regard to the forests and its products. The results achieved in the last ten years would seem to indicate future developments that now are unimaginable. In fact, we can but dimly vision the infinite possibilities that lie ahead of scientific investigation in forest and wood problems. The time may come when wood will be more generally in demand for chemical purposes than for building material.

Many substitutes have been discovered for wood, but the new uses have

more than kept pace with the development of substitutes. What today is a dream will tomorrow be a reality. It would be rash indeed to prophesy now far scientists may go in working out new uses for wood and new methods of utilizing wood.

Ready-Cut Stock Is the Keynote to Lower Production Costs

The fabrication into small rough stock of low grade lumber produced in such relatively enormous quantities at every hardwood sawmill, and even the use of wide edgings, thick slabs and long trimmings for this same purpose, is to be the newest development and one of most wide reaching effect in the woodworking industry. In the work now being conducted by the Forest Products Laboratory along these lines some remarkable information is being collected in the chair industry. For instance, it has learned that certain chair manufacturing companies, who are noted for their low production costs and economical use of raw material, attribute their success to the wide use of small rough dimension stock cut to meet their requirements and to material purchased in semi-finished form ready for the sanding and shaping machines. Upon further investigation the laboratory has ascertained informally that these particular materials have, in a majority of cases, been produced entirely from low grade lumber and sawmill by-products, such as slabs and edgings, which otherwise would have been disposed of as waste. In spite of these facts, this material bought by these chair companies in a ready-cut or semi-finished form has been of as good, and in some instances, higher quality than that which could be produced from lumber at their factory. Much other information of the same nature is gradually being assembled, and it all points to the practicability of the more extended use of small dimension stock in the chair and other wood-using industries.

The work by the laboratory crews on intensive studies at chair factories throughout the United States continues. In all, studies extending over periods of about 30 days each have been made at nine different chair factories. In these studies the members of the crew actually tally the dimensions and grade of all lumber going across the cut-off saw and through the rip saw, and the resulting products of these two operations. In addition they are collecting information on the relative cost of band sawing versus the bending of curved chair parts. Soon the crew will move to western Pennsylvania for one or two additional studies.

After a careful survey of the different classes of conditions existing throughout the chair industries, the laboratory believes that the data obtained in these 11 or 12 studies will be truly representative of the entire industry. The general report, which is to be a summation of the statistics, cost information, waste data, etc., collected in all these studies, will be published as soon as the mass of figures can be worked up.

Teak Dealers Have Bad Year

A British lumber exporter discussing the demand and consumption of teak in Great Britain expresses the opinion that the past year has been a very disastrous one for holders of this lumber, owing to the setback in the shipbuilding yards and the holding back of rolling stock construction. That the renewal of rolling stock, both at home and on the continent is very necessary is indisputable, but the deplorable condition of trade generally, and the transition state of British railways, which are being transferred from government war control to private "pre-war" management, have served to discourage any radical dealing with rolling stock renewals. Moreover, financial inability on the European Continent, caused by the utter disruption of the exchanges, and the enforcement of the preposterous and vindictive peace treaty, have dictated temporary starvation to the continental railways, as an inevitable evil until the seething financial questions arising out of the treaty have been reconsidered and modified.

Owing to political and financial difficulties mentioned above, a costly wood like teak has been largely excluded from practical business; importation has been reduced to almost nil and holders of stock have wildly competed to supply the very limited British demand at continually reduced prices, entailing, it is feared, heavy losses.

On the whole the mahogany market has been disappointing, prices having fallen away to an unexpectedly low level, especially for the lower grade qualities. The demand generally appears to be steadily improving, but unless there is a marked revival in consumption, stocks would appear to be relatively sufficient.

February Building Statistics Show Slight Gain Over January

February building permits have just enough edge on January's goodly totals to justify saying there is a gain. One hundred ninety-four cities reporting to The American Contractor for January gave a total of 39,392 permits whose estimated valuation was \$138,799,280. One hundred eighty-eight cities reporting for February gave a total of 32,150 permits whose estimated valuation is \$139,919,847.

In comparison with respective totals for 1921, January of this year showed a 125 per cent gain while February shows only a 50 per cent gain, this being due, of course, to the fact that February of last year showed a remarkable advance over January.

Chicago is outstandingly the city showing a big second month gain this year. In January Chicago's permits were 457 in number and \$7,991,550 in estimated valuation. In February the number increased to 634 and the estimated valuation to \$13,493,800. Boston shows slightly less than a two million dollar gain and Richmond, Virginia, springs from a \$437,206 January total to \$2,284,942 for February.

New York shows an almost negligible loss from its January total of \$46,484,948, the drop being to \$46,111,679.

San Francisco shows a two and one-half million loss, and Milwaukee loses slightly more from a three million total for January.

Considering thirty cities whose permits have gone over the million dollar month in either January or February or both, the total for January is \$113,614,826, and the February total of \$113,599,798 is very slightly less.

Clubs and Associations

Inspection Rules Committee to Meet

The Inspection Rules Committee of the National Hardwood Lumber Association will meet at the Chicago headquarters of the association on March 28 upon call of Chas. N. Perrin of Buffalo, chairman of the committee. It is expected that the committee will be in session two days, as there is a large amount of work before it.

The time for filing requests or suggestions for changes in or addition to the Inspection Rules expired on March 24. From the requests and suggestions and other data the committee will formulate recommendations for presentation to the twenty-fifth annual convention, which will be held in Chicago on June 22 and 23. As provided in the by-laws the recommendation will be printed and a copy thereof placed in the hands of every member of the association not later than thirty days prior to the date of the forthcoming convention.

"Silver Anniversary" Will Be Grand Occasion

Because it is the "Silver Anniversary" and marks the termination of a quarter century of successful endeavor and steady growth in size and prestige, the twenty-fifth annual meeting of the National Hardwood Lumber Association will be celebrated in a surpassingly sumptuous manner. It will also be the occasion for consideration of business matters of more than usual importance, such as the Code of Ethics, that may be said to mark a new and vital turn of association affairs. The convention will be at the Congress Hotel June 22 and 23.

Frank F. Fish, secretary-treasurer, and the directors and officers of the association, are sparing no pains to organize an anniversary meeting that will properly reflect the dignity and worth of the association.

National Inspection Staff Changes

Chas. G. Smith has been appointed Deputy National Inspector and assigned to the Indianapolis district of the National Hardwood Lumber Association. His temporary address is General Delivery.

J. A. Wiesing, heretofore in charge of the New York City market and Metropolitan district, has resigned and is succeeded by Wm. H. Nelson, whose address is 215 West Twenty-third street, New York City.

Canadian Prices Back at 1914 Level

That lumber prices, f. o. b. the mill, with the exception of some high grade stock, were back to 1914 basis was the statement made by R. L. Sargent, traffic manager of the Canadian Lumbermen's Association, before the Railway Board in Ottawa a short time ago at the hearing of the application of the association and other lumber organizations for an order restoring the railway freight rates on lumber which were in effect prior to September 13, 1920. Mr. Sargent declared that competition of United States lumber was a serious matter in the Canadian market.

Evansville Club Seeks Lower Rates

At the regular monthly meeting of the Evansville Lumbermen's Club of Evansville, Ind., held on Tuesday night, March 14, it was agreed that each member of the club should write letters to the two United States senators and the thirteen congressmen from Indiana asking them to exert their influence in securing a reduction of railroad freight rates. It was pointed out by Daniel Wertz of the Maley & Wertz Lumber Company, that for the past year "the lumbermen have been turning their profits over to the railroads and have had nothing for themselves." A general discussion of railroad rates was indulged in, and it was agreed that the matter should be agitated and the public aroused to the importance of getting a reduction in rates, some of the members declaring that business conditions of the country can not become normal until railroad rates are made right. It was reported at the meeting that the Illinois Central railroad has raised its rates on logs from Stewartsville, Ind., to Evansville, a distance of but a few miles, from five and one-half cents to seven cents per hundredweight. This increase was effective on February 6. The matter has been taken up by the club with the Indiana Public Service Commission and relief is asked from what is termed an excessive rate.

The question of the summer outing that will be held on a steamboat on the Ohio river some time in June came up for discussion, and it was announced that plans would be outlined at the April meeting for the outing. Charles A. Wolfin of the Wolfin West Side Lumber Company reported the retail lumbermen of southern Indiana in three associations, comprising that part of the state from Terre Haute south and as far east as Corydon, Ind., are anxious to join the Evansville lumbermen in their outing this year. The associations wishing to participate are the Wabash Valley Lumber Dealers' Association, the Black Diamonds and the Hill Tops. An urgent invitation will be extended to these associations a little later on to join with the Evansville lumbermen.

Jones Names Standing Committees

T. T. Jones, president of the Northern Wholesale Hardwood Lumber Association, has named the following standing committees for the current year: Membership—Robert Duncan, chairman, Minneapolis, Minn.; H. W. Maffett, Appleton, Wis.; Fred Masten, Chicago, Ill. Finance—J. J. Fitzpatrick, chairman, Madison, Wis.; Charles Oliver, Minneapolis, Minn.; R. J. Clark, Chicago, Ill. Arbitration—C. P. Crosby, chairman, Rhineland, Wis.; A. H. Ruth, Chicago, Ill.; A. C. Quixley, Chicago, Ill.; Geo. D. Griffith, Chicago, Ill.; William Kelley, Milwaukee, Wis. Statistics—H. E. Christiansen, chairman, Milwaukee, Wis.; T. E. Lee, Marinette, Wis.; John Adams, Wausau, Wis.; G. A. Vangsness, Chicago, Ill.; F. H. Peschau, Minneapolis, Minn. Resolutions—Payson Smith, chairman, Minneapolis, Minn.; Robert Blackburn, Milwaukee, Wis.; H. A. Walker, Chicago, Ill.

Memphis Club Entertains Northeasterners

Members of the third annual excursion of the Northeastern Retail Lumbermen's Association, 68 strong, including lumbermen, their wives and their daughters, were the guests of the Lumbermen's Club of Memphis at luncheon at the Hotel Gayoso at 1:30 Wednesday afternoon, March 15, and they were further entertained during the day. Separate luncheons were arranged for the men and women of the party, while the ladies were honored during the late afternoon with a tea at the Memphis Country Club. The men spent a good portion of their time in Memphis inspecting hardwood plants to which they were driven in automobiles by members of the Memphis Club.

When the northeasterners reached Memphis, they were almost on the last lap of their 10,000-mile business and pleasure trip from Rochester, N. Y., to the Pacific coast via Chicago, Omaha, Denver, Colorado Springs, Salt Lake City, Seattle, Portland, Spokane, San Francisco, Los Angeles, San Diego, Yuma, Phoenix, El Paso, Juarez, San Antonio, New Orleans, Litcher, La., Bogalusa, La., and Crossett, Ark.

Program Complete for National Lumber Manufacturers' Annual and American Lumber Congress

Elaborate arrangements have been completed for the holding of the annual meeting of the National Lumber Manufacturers' Association and the American Lumber Congress in Chicago at the Congress Hotel on April 4 and 5 and April 6 and 7, respectively.

The first day of the association meeting will be devoted to meetings of the various committees, the annual meeting of stockholders, board of directors, etc.

The second day will be the biggest day in so far as the general membership is concerned, as the open sessions will be held to receive the reports of the officers of the association, and several important set speeches, and discuss association problems. The program for this day is as follows:

10 O'clock A. M.

Address—President John H. Kirby.

Report—Secretary-Manager Wilson Compton.

Report—Publicity and advertising, E. P. Allen, director publicity and advertising; J. W. Lee, president the Geo. L. Dyer Co., Inc.

National Lumber Manufacturers' Credit Corporation—W. F. Biederman, superintendent.

National Lumber Manufacturers' Inter-Insurance Exchange—H. B. Clark, attorney-in-fact.

2 O'clock P. M.

Activities of the Division of Building and Housing, Department of Commerce—John M. Greis, U. S. Department of Commerce.

The Farmers' Business Prospects—J. R. Howard, president American Farm Bureau Federation.

Waste in Industry—W. P. Durgin, U. S. Department of Commerce.

Fundamental Financial Conditions—Howard Reynolds, president Continental and Commercial National Bank.

A Story That Never Grows Old—Judge Harry F. Atwood, Chicago.

On the evening of this second day, April 5, a joint dinner of the National Lumber Manufacturers' Association, the American Lumber Congress and the National Construction Conference will be held in the Gold Room of the Congress, beginning at 7 p. m. This dinner promises to be a notable one, as the speakers scheduled are the Hon. Herbert Hoover, secretary of commerce, the Hon. Medill McCormick, senator of the United States from Illinois, and Ernest T. Trigg, president of the National Federation of Construction Industries.

Besides this an effort is being made to have President Harding address the dinner briefly, if not in person, by radio from Washington.

John H. Kirby, the distinguished president of the National Lumber Manufacturers' Association, will preside over the dinner as toastmaster.

This dinner will be in the nature of an introduction to the American Lumber Congress, which will open on the morning following, April 6.

Arrangements for the Congress made by the National association provide for its opening with a temporary organization, which will endure until the fourth and final session on April 7 when the congress itself will pass on the question of whether or not it will be made permanent. At this session a report on permanent organization will be made by a committee from the delegates.

The first three sessions of the congress will be devoted first, to commercial standards; second, publicity and trade extension; third, standardization and inspection.

(Continued on page 32)

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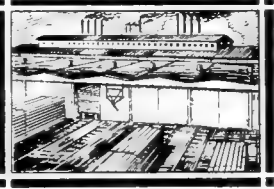
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YARD AND KILN

*A Section Intended to Promote Efficiency
and Economy in Lumber Drying*



Why Steam Lumber and How?

By C. J. M.

Much has been written about the steaming of hardwood lumber and oak in particular, but the subject still seems somewhat undefined in the minds of some of our friends among the kiln owners and operators, as evidenced by several recent requests for information as to why, how and when they should steam.

Moderate steaming is never harmful, except in case of "bent" stocks, such as for instance bent rims for wagon or auto truck wheels, which cannot be steamed with absolute safety and require special precautions. Otherwise moderate steaming is generally beneficial to the hardwood.

Now by "moderate" steaming is meant quick steaming to a moderate temperature with the largest possible volume of steam which can be thrown into the kiln in the shortest practical time. Slow steaming is permissible only when warming the cold lumber after the kiln has been charged. In any steaming thereafter, the operator should always aim to saturate the kiln air quickly, with a large volume of steam, so as to cause a prompt and heavy condensation on the surface of the lumber before heating the lumber to the maximum permissible temperature.

Initial Steaming

The most convenient, economic and efficient method of warming the lumber after it has been brought to the kiln cold, or possibly frozen, is with low pressure or exhaust steam, blown direct into the kiln. I mention exhaust steam at this point because of its comparative cheapness and complete sufficiency for this purpose of warming the lumber to the first drying temperature. It will do no harm to go 15 degrees or 20 degrees above that starting temperature; provided, that the lumber is permitted to cool back to starting temperature of the respective schedule, in fully saturated air, before any drying whatever is allowed to take place. This means that no ventilators or condenser coils must be permitted to function until the starting temperature of the selected schedule has been reached. This is most important.

This initial steaming will, if properly done, accomplish a double result. First, it will heat the lumber through very evenly and quicker than in any other way, excluding all damage. Second, such steaming deposits a very heavy film of moisture upon all surfaces of the lumber by condensation of the steam, which moisture is quickly absorbed by the surface fibers, and which penetrates the more readily since the interior of the lumber is much cooler than the kiln air, moisture always tending from the hotter to the cooler matter.

This moisture absorption will soften the outer fibers and will relieve any stresses which may already exist, due to casehardening from weather exposure in yard or transit, and the wood is thus the better prepared for the necessary transfusion of its moisture from center to surface, and for the more serious business of uniform shrinkage.

Lumber is never steamed to bring about any changes in the "sap," chemical or otherwise. Such an assumption is totally unfounded and erroneous.

Steaming Must Be Reliably Controlled

The steaming process is very simple, but it must be carefully and positively controlled as to the highest permissible temperature, and this is not so simple.

Assuming a kiln full of oak lumber which is to start drying at 115 degrees. This lumber may be steamed from its cold condition

to 135 degrees, but no higher. The ordinary thermometer is utterly insufficient here, because the kiln cannot be entered, since at that temperature and 100 per cent humidity it will be entirely too hot for the operator to make reliable temperature readings within the kiln far enough from the door to be truthful, and with the door closed. Such a proceeding would be useless, foolish and dangerous. Moreover, the 135 degrees must not be exceeded in any part of the lumber in the kiln.

Consequently an extension thermometer becomes essential and imperative in such a case. The flexible extension should be at least 25 feet long to permit the placing of the bulb right into the center of the second pile of lumber (from the door).

An ordinary recording thermometer of the gas type, with a 25-foot flexible extension, will serve the purpose very nicely. Only one such thermometer is necessary in a kiln plant, if the same is properly mounted on a solid stand, so that it can be moved from kiln to kiln as needed.

A one inch hole drilled through the kiln door, or the door jamb, will admit the bulb and flexible extension tube, and this hole can be closed with a cork or screw plug when not in use.

By the use of such a thermometer, arranged as explained, steaming becomes an exact operation, free from guess, error or danger. Without such definite control it had better not be attempted. The valves controlling the admission of steam to the kiln for purpose of steaming must be accessible from the outside, or must be equipped with extension handles which will make control from the outside possible and positive.

In the foregoing we have explained the advantages for steaming at the start of the drying operation, recommending that such first steaming be done with exhaust steam, and we have likewise explained the necessity for an absolute control, from the outside of the kiln, of the steaming operation, through the temperature as it is built up in the center of the lumber piles, and how this may best be accomplished in a sure and safe manner.

The reasons for this first steaming were stated as convenience, thoroughness, uniformity and economy in warming the lumber to drying temperature and, the softening of the outer fibers, thus relieving any existing strains due to casehardening and bringing the outer layers of the wood to the best possible condition for moisture transfusion from center to surface. In elaboration of this latter benefit it should be stated that a thorough initial steaming (within the proper temperature limit) will also tend to establish a uniformity of transfusion, and consequently drying of the lumber, which otherwise might not take place, because of the difference in the resistance to transfusion in the various boards which may have been previously exposed to more or less rapid surface drying.

Further Steaming

If, after this initial steaming, the greatest care were exercised in the gradual cooling of the lumber (in the tightly closed kiln), back to the starting temperature, without permitting any moisture to escape, and then in starting and continuing of the drying proper, under the temperature and humidity conditions prescribed by the right schedule, no occasion for further steaming would arise.

Unfortunately most kilns are not sufficiently air tight, nor sufficiently controllable, so as to produce and maintain in all parts the exact temperature and, more important, the exact humidity condi-

tions required, and the air circulation in most is not sufficiently active to produce uniformity of these necessary conditions to perfect drying, and therefore corrective measures must be resorted to by further steaming, during and after the drying, in most cases.

One of the conditions frequently arising because of insufficient air circulation is that of mold, in greater or lesser degree. This manifests itself frequently a short time after the drying has started, and generally in lumber of heavier dimensions, such as must be held for longer periods at high humidity. The fungus should be destroyed as promptly as it appears, and this can best be done only by a very quick heating of the lumber surface (not the interior) to about 180 degrees with live steam. To use exhaust steam for this purpose is entirely out of question, and would only aggravate the condition which it was intended to cure.

The quicker the needed heat can be supplied to the surface of the lumber the less will be the danger of any damage from this excess heat. Live steam at boiler pressure, anywhere up to 175 pounds, must be supplied in sudden and large quantity up to the point when the extension thermometer shows 180 degrees, when the steam must be promptly shut off. The temperature will drop with reasonable rapidity. If the case of mold is very bad the steam may be again turned on to bring up the temperature required quickly, when it must be shut off at once. More than two such heatings in rapid succession are not advisable. The lumber should then cool in saturated air until it attains the same degree of temperature which it had when the steaming began. Drying may then be resumed.

Cooling after steaming must be at 100 per cent humidity.

No harm will come to the lumber from such brief steaming to severe temperature; provided, that **positively no drying** is permitted to take place during the cooling period. The importance of this injunction cannot be overstated.

Dampers, condensers, sprays or any other means for moisture removal must be closed absolutely, and kiln doors cannot be opened on any pretext whatever until the normal drying condition (for the known moisture content of the lumber) has again been reached, as evidenced by the correctly placed extension thermometer. In this case 100 per cent humidity means saturation and nothing less. If the operator fails to obey this injunction he will surely make kindling for the furnace.

The writer has frequently used live steam at 150 pounds gauge pressure, superheated 100 degrees, and discharged into the kiln through a 1½-inch pipe, valve wide open (where it was distributed through the regular spray pipe system, in the shape of an H, all perforations facing away from the lumber and towards the bottom of the kiln), always with very good results and no damage to the lumber, but much care was exercised in stopping at the right moment, as indicated by a properly installed thermometer, with bulb in center of inner pile, and still greater care was exercised in the cooling of the lumber in fully saturated air.

For Casehardening Use Boiler Pressure Steam

If, as drying proceeds, surface checks appear, these should be watched as the lumber approaches fiber saturation, when these surface checks will begin to close. At this point another swift steaming with live steam to about 150 degrees, followed by a slow cooling period in saturated air, will remove any existing casehardening of the outer shell of the boards, of which casehardening the mentioned surface checks were an indication, and will permit uniform shrinkage as the fiber moisture goes out, thus preventing internal checking or honeycombing.

Final Steaming

A final steaming is not generally necessary, but if the lumber is intended for such manufactured product as will not permit any strains in the lumber without danger of warping, a brief but thorough steaming of the dry lumber will prove advisable. Live steam only should be used for this purpose, and the surface temperature of the lumber should be raised to about 160 degrees, and after this steaming the lumber should again be cooled in saturated air to the temperature which it had when drying was finished. At this point



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is the only Kiln that will do this right because the circulation of this moist, warm air is positive and complete. No guesswork, no "trusting to luck" with accurately controlled circulation, re-circulation, temperature and humidity.

Circulation is the nub of the wonderful results wherever Sturtevant Kilns are installed. Write for Catalog No. 282.

B. F. STURTEVANT COMPANY
HYDE PARK BOSTON MASSACHUSETTS

591



humidity can be gradually reduced to the schedule percentage. The moisture thus absorbed will quickly disappear.

The 160 degrees mentioned in preceding paragraph is for oak or black walnut. Other hardwoods can stand higher temperatures as a rule.

In this final steaming, as in the steaming for casehardening during the drying (after fiber saturation has been reached), the object is to condense upon the wood (which is relatively cold to the heat of the high pressure steam), as quickly as possible, a heavy film of water, and to drive this into the outer layers of fiber, the transfusion in reverse direction from that taking place in drying being entirely feasible, since the kiln air, saturated with the high pressure steam, becomes many degrees hotter than the wood.

Use Tiemann Test to Prove Casehardening

If any casehardening is suspected, or as a matter of proper precaution regularly practiced, the lumber should be tested for casehardening by the well known Tiemann test, which has been fully described in a previous issue of **HARDWOOD RECORD**. If the prongs of the samples refuse to remain straight after sawing, and if the material is to be manufactured into parts which will not permit distortion or warping, it is best to remove the strains which move the prongs of the samples, but even this can be overdone, and reverse strains can be set up by oversteaming, which while not so serious, nevertheless are not desirable. Practice only, and experience, will teach the right measure in this as in other things.

(Continued from page 28)

Cincinnati Club Prepares for Election

Nominating committees were appointed to select officers for the annual election of the Cincinnati Lumbermen's Club at a meeting of the organization on March 13 at the Hotel Metropole. J. C. West, president, nominated the following to select the regular ticket: Samuel Richey, Richey, Halstead & Quick Company; P. V. Shoe, Kosse, Shoe & Schleyer Company, and G. M. Morgan, Nicola, Stone & Meyers Company. The Independent Committee, which was nominated from the floor, consists of George Hand, Bayou Land & Lumber Company; E. H. Barber, Howard & Barber Lumber Company, and R. E. Gifford, Lyon Lumber Company. The nominating committees were requested to announce the personnel of the two tickets at the next meeting. The election will be held in May. Will Sterrett, secretary, was instructed to invite the National Wholesale Lumber Dealers' Association to hold their 1923 convention in Cincinnati.

Carriage Makers Elect New Governors

At the annual meeting and dinner of the Cincinnati Carriage Makers' Club, which was held at the Business Men's Club, Cincinnati, O., a new board of governors was elected. The members are: Henry W. Meyer, Perrin P. Hunter, Emil E. Hess and Walter Dinkelman. A motion to change the name of the club to the Carriage Makers' and Automobile Accessories Club will be voted upon by a post card referendum.

Southwesterners Approve Hardwood Institute

One of the first opportunities, if not the first, for sounding out popular feeling in the hardwood manufacturing industry at large toward the action of the meeting at Louisville, Ky., March 7-8, when the project of organizing a "Hardwood Institute" was set in motion, was afforded by the March meeting of the Southwestern Hardwood Manufacturers' Club and the Louisville course met with complete, hearty and enthusiastic approval. No formal resolutions were presented on the subject, but the attitude of the manufacturers was made none the less evident from the trend of the discussions and otherwise.

Halling from Mississippi, Louisiana and Texas, the southwestern hardwood manufacturers came together at Lumbermen's Club quarters, Carondelet and Union streets, in New Orleans, on Wednesday, March 15, one week after the big Louisville conclave. The attendance was rather small, due primarily to the fact that some of the old club stand-bys had made the Louisville trip and were unable to journey to New Orleans the week following, but the gathering was thoroughly representative of the industry and it might also be said that it was thoroughly representative of the attitude of hearty endorsement and co-operation which the hardwood people of the extreme South and Southwest may be depended upon to give to the "Institute" movement.

In the absence of President Bohlssen of Ewing, Texas, the trusty gavel of choice hardwood was swung ably by Vice-President C. H. Sherrill of New Orleans. The delegates enjoyed their usual repast, approving generously of the change in chefs made for their luncheons, and spent a brief while in talking over the significance of the Louisville meeting to the industry in general. Practically all the delegates had read a full account of the proceedings as was set forth in the March 10 issue of **HARDWOOD RECORD** and had already spent considerable time in digesting them. Secre-

tary J. M. Pritchard of the National Association, who was a guest of the Southwesterners, made an interesting address in which he recounted briefly the high lights of the action taken at Louisville and spoke optimistically of the good which is bound to come from the organization of the proposed "Institute."

Other brief speeches were made by Chairman Sherrill, Secretary George Schand, W. Brown Morgan of S. T. Alcus & Co., and others. The meeting date for the club was set back to the regular second Wednesday of each month.

Probably the most optimistic note sounded during the day was a statement by Carl Faust of Faust Brothers, Jackson, Miss., who blasted at a single stroke whatever clouds of pessimism that might have been hanging over the manufacturers when he declared that his mill is being daily crowded to a full 100 per cent of its capacity and that every item of this output is being purchased as soon as it can be marketed.

Lower Hardwood Rates Being Instituted

The Southern Hardwood Traffic Association announces that lower rates on hardwood lumber and forest products are already in effect from southern points to some destinations in Central Freight Association territory, in accordance with the recent ruling of the Interstate Commerce Commission calling for a reduction of approximately 7 per cent therein, effective March 6. It notes that rates to all destinations in Central Freight Association and Eastern Trunk Line territory will be effective between now and April 10, or as soon as the carriers are able to issue the necessary supplemental tariffs.

There is just a suggestion that, because the commission did not issue an "order" for lower rates, some of the carriers may decline to put them into effect. The association, however, is keeping in close touch with the management of the roads, and it is already on record as declaring that any recalcitrant line will be haled before the commission if it refuses to comply with the ruling of that body.

J. V. Norman, general counsel for the association, appeared before the Interstate Commerce Commission one day last week to argue on the petition of this organization for a still further cut in lumber rates and for a substantial reduction in rates on logs moving to the mills. It will be recalled by readers of **HARDWOOD RECORD** that J. H. Townshend, secretary-manager, and Mr. Norman, appeared before the commission on "lumber days" of the general investigation of rates and put in the petition on which the latter made his argument.

Mr. Townshend on March 20 declined to make any forecast of the probable outcome of this latest appearance of Mr. Norman before the commission.

With the Trade

Yellow Poplar Offices Moved

The Yellow Poplar Lumber Company announces the removal of its general offices on April 1, 1922, from Coal Grove, Ohio, to 33 Rector street, New York City.

Sunflower Company Is Liquidating

The Sunflower Lumber Company of Clarksdale, Miss., is liquidating its assets. The company has sold its seven-foot band mill at Clarksdale to the Mississippi Valley Hardwood Company, and the retail business has been purchased by W. B. Perkins, who will operate it under the name of the Sunflower Lumber & Manufacturing Company.

Dimension and Flooring Mill Planned

The Hodge-Hunt Lumber Company of Hodge, La., is expected to establish a hardwood dimension and flooring plant to be operated in connection with its hardwood sawmill. No definite announcement has as yet been forthcoming from the company, but it is known that its officials are making investigations of the feasibility and advisability of this project and a definite announcement is expected in the near future.

A new oak flooring manufacturing company has been organized at Shreveport, La., by the Frost-Johnson Lumber Company of the North Louisiana city and the Arkansas Oak Flooring Company of Pine Bluff, Ark. The new company was given the name of "Perfection Oak Flooring Company." It is capitalized at \$300,000 and the Frost-Johnson people and the Arkansas concern are equal owners.

The name "Perfection," given the new company, was chosen because it was the name of the product which the Arkansas concern put out and it will continue to be the name of the product of the Perfection Oak Flooring Company. The plant will have three separate units, with a total production capacity of 60,000 feet of oak flooring per diem. It is understood that all the sales will be handled through the Pine Bluff sales office, which has been handling them heretofore for the Arkansas Oak Flooring Company of that city.

E. A. Frost of Shreveport is president of the new company; Howard W. Coles, Pine Bluff, vice-president and general manager, and the resident manager at Shreveport is to be Samuel Coles, brother of the vice-president and general manager.

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Modern Machinery and Equipment

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VENEER LATHES

68"x200" COE.....Style B
68"x126" COE.....Style B
50"x 44" COE.....Style B

VENEER CLIPPERS

COE—200"...with chain table
COE—126"...with chain table
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SCRAPERS

60" Whitney.....No. 35
50" Whitney.....No. 35
30" Whitney.....No. 35

HOT PLATE PRESSES

88"x186".....VAN ATTA
64"x126".....VAN ATTA
64"x 64".....VAN ATTA
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44" WHITNEY No. 24 Double
Head, motor-driven, new

SANDERS

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50" COLUMBIA.. belt-driven
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12'x120'—Four Decks, 4" Rolls, 5" Centers—complete
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12'x 70'—Four Decks, 4" Rolls, 7" Centers—complete as above.

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Notable Career as Lumberman and Citizen Ends with Death of A. E. Norman, Sr.



The Late A. E. Norman, Sr.

In the death of A. E. Norman, Sr., president of the Norman Lumber Company of Louisville, on the evening of March 25, following an illness of two months, Louisville lost one of her pioneer hardwood men, a man much beloved by the local industry, and one who had been a warm supporter at all times of any movement that would aid the lumber industry. Mr. Norman was a member of the old school of gentlemen and modern school of lumberman.

Mr. Norman was 73 years of age, born at Normandy, Spencer County, a few miles from Louisville, on Feb. 15, 1850, a son of Col. S. R. Norman and Lucinda Van Dyke Norman. He attended Georgetown College,

Georgetown, Ky., leaving there in his senior year to go with the Government in a survey of Oklahoma territory, starting as a chain carrier and becoming chief of the survey in two years. He was so well liked that the town of Norman, Okla., where the Oklahoma State University is now located, was named for him. In 1875 he came to Louisville and married Miss Catherine Barry of Maryland and engaged in business here, establishing the Norman Lumber Company about thirty years ago. Mr. Norman was widely known in church and business circles, and it is said that his three greatest interests in life represented his home and family, his busi-

ness and the lumber industry, and his church and church work. At the time of his death he was chairman of the board of deacons and chairman of the board of trustees of the Fourth Avenue Baptist Church and active in statewide church work.

Surviving Mr. Norman are his wife, Mrs. Catherine Barry Norman, and three sons, J. Van Dyke Norman, counsel for several of the lumber and coal trade associations, and well known interstate commerce lawyer; E. B. (Barry) Norman, president of the Holly Ridge Lumber Company, with four mills in the South, and A. E. (Edwin) Norman, Jr., vice-president and general manager of the Norman Lumber Company, the latter concern specializing in poplar lumber, siding and box shooks. There are six grandchildren, including Colgan Norman, Barry Norman, Jr., Van Dyke Norman, Jr., John Cecil Norman, Mary Cecil Norman, Mary Henry Norman and Colgan Norman, the latter being a great-grandchild.

Mr. Norman in his youth was a prominent athlete and always favored athletics. He believed in college education and athletic training, and his sons and grandsons have made history on the gridiron and in sports generally.

Mr. Norman was one of the organizers and charter members of the Louisville Club, being its first president, and holding that and other offices at various times. He later attended many meetings of the club when his son, A. E. Norman, Jr., presided. He was also a backer of the organization of the Louisville division of the Southern Hardwood Traffic Association, and interested in several of the national and sectional lumber organizations.

Manning Is Resting in Canada

Arthur M. Manning, sales manager of the soft wood department of the Felger Lumber & Timber Company, Grand Rapids, Mich., since 1915, resigned about two weeks ago to take a much needed rest. Mr. Manning is now taking a vacation on the farm of his sister at Wilton Grove, Ontario. He expects to return to Grand Rapids in a short while and make new business connections.

Sturm Heads Buffalo Exchange

Elmer J. Sturm was elected president of the Buffalo Lumber Exchange at the annual meeting of March 10, succeeding Harry L. Abbott. Ganson Depew was elected vice-president and John S. Tyler secretary and treasurer. The directors chosen are as follows: Elmer J. Sturm, Harry L. Abbott, Ganson Depew, F. Chase Taylor, John H. Wall, Edwin B. Lott, Harry L. Vetter, John S. Tyler, A. J. Elias, Willis K. Jackson and Harold G. Hauenstein.

The exchange is considering the matter of having a summer clubhouse for the members' benefit and a committee will report on the feasibility of the plan.

Veneer and Plywood Merger Effectuated

Members of Industry Meeting at Chicago Select H. Brooke Sale as President; M. Wulpi Will Be Commissioner of Reorganized National Body; Reorganization Is Expected to Bring About Greater Efficiency in Handling National Problems

The proposed merger of the National Veneer and Panel Manufacturers Association and the Plywood Manufacturers Association was consummated at special meetings of the two associations held March 14 and 15 respectively. The former association met on March 14 and adopted a constitution and elected officers for the merged association. This action was confirmed by the latter association at a meeting on March 15. The meetings were held in the Auditorium Hotel, Chicago.

H. Brooke Sale of the Hoffman Bros., Co., Fort Wayne, Ind., president of the National Veneer and Panel Manufacturers Association since the last December meeting, was elected president of the new national association, while H. E. Kline of the Louisville Veneer Mills, Louisville, Ky., was elected treasurer.

According to the constitution and by-laws of the merged associations, the other officers will consist of vice-presidents who are heads of the various groups amalgamated in the national and a "Commissioner," paid by the national, whose function it will be to direct activities peculiar to the national.

The executive committee will consist of the president and treasurer of the national body, together with the vice-presidents, or, in other words, the presidents of the member associations. Thus the first executive committee will comprise Mr. Sale, Mr. Kline, H. J. Barnard of the Central Veneer Company, Indianapolis, Ind., president of the Quartered Oak Veneer Manufacturers Association, and F. B. Ward of the Hanson-Ward Veneer Co., Bay City, Mich., president of the Plywood Manufacturers Association.

The commissioner will be M. Wulpi of Chicago, head of the Central Credit Bureau, Inc., and commissioner of the Plywood Manufacturers Association up to the date of the merger. The national body will make a contract with Mr. Wulpi to be dated April 1.

With the completion of the merger the old National Veneer and Panel Manufacturers Association ceased to exist and its affairs were all turned over to the new association. The Plywood Manufacturers Association continues as one of the groups in the national organization.

Name Will Be Adopted Later

A name for the new association will be adopted at a subsequent meeting when a report on this subject will be made by a committee selected by President Sale. It was suggested at the merger meeting that it be designated "The National Thin Lumber and Plywood Association," but as there was some disagreement on the advisability of dropping the word "Veneer" it was decided to leave the question to a committee and the judgment of a later and larger meeting. During the interim the old name of the National Veneer and Panel Manufacturers Association will be used.

The merger was effected as a result of the desire of the members of the National Veneer & Panel Manufacturers Association to have

a more efficient and compactly organized national association than their organization happened to be. They thought that by reorganizing so as to raise sufficient funds to secure an executive secretary they might attain to this more efficient organization.

The plan of the new organization was explained by Mr. Wulpi at the meeting on March 14. The national body, he said, will function on matters of broad general interest, such as traffic and publicity, while the work which is of interest only to one or another

of the member groups will be left to the function of the group. Thus the entire membership will be assessed to pay the cost of the national functions, but the cost of group functions will have to be paid by group assessments.

Mr. Wulpi also reported on the status of collections for the proposed \$50,000 national publicity campaign, which is probably the most important matter to which the new organization falls heir. A total of \$6,552.99 of the \$50,000 has been collected, he said. Of this, seventeen plywood manufacturers subscribed \$4,355.11, four veneer manufacturers, \$578.84 and four members of allied industries, \$1,619.04. Of these sums \$1,642.26 has been spent on the preliminaries of the campaign.

Kline Explains Merger Plan

A complete exposition of the new plan is contained in the report made by Mr. Kline, who reported as chairman of the merger committee of which Mr. Barnard and Mr. Sale were also members. Mr.



H. Brooke Sale, elected President

Kline said, in part:

"It was thought best by your committee that the nucleus of the present association should be maintained with only a slight change of title and that around it could be built such separate organization as the necessities of the business and the expediencies of the case warrant. Going into more detail, the plywood members are not interested materially in the necessities or the activities of the cutters. The cutters of birch are very little interested in the cutting of gum or poplar. The cutters of walnut are not interested in either of the above woods. The cutters of mahogany are perhaps not interested in any of the foregoing, and we could go on and on.

"The plan of operation as conceived is this—that if the cutters of gum, or of birch, or of poplar, or of walnut, or of mahogany, or of sawed quartered oak, deem it desirable from a costing or statistical standpoint to have a separate organization, they may do so, electing their own chairman or president as you may term him, which officer becomes automatically a vice-president of the parent body and a member of the executive committee of the parent body. This your committee thinks desirable, as the individual manufacturers of whatever groups may be formed are more acutely interested in the choice of their own executive than would be the entire body of cutters or manufacturers, and by automatically making this executive a vice-president of the parent body or the national association, each group is represented in the executive committee of the national association.

"The commissioner or secretary will function for the parent body as a whole and include in his duties such duties as the individual groups may require. His contract will be with the parent body or the national association and he will be paid by the national association. To provide the funds to carry out the above, assess-

ments will be made: First, against the plywood manufacturing members; Second, against the thin lumber manufacturing members; Third, against the associate members as provided for in the new by-laws.

"The assessment against the thin lumber manufacturing members will be made along the same lines as followed in the plywood group, i. e., so much per thousand dollars sales, but as to what this assessment shall be per thousand dollars, your committee refrains from suggesting without more definite knowledge of the amounts of business being done by the veneer manufacturers.

"The proper assessment being arrived at, we are then placing sufficient funds in the hands of the national treasurer to pay your commissioner or secretary, to pay the services of the cost engineer and such running expenses of the national association as the necessities warrant.

"If by reason of some necessities or activities of an individual group, it is found expedient to incur further expenses, we will say along such lines as advertising, or propaganda of some description, it shall be up to the membership of the individual group by special and additional assessment of its individual members to raise the funds necessary for this special work and shall not be paid by the national association unless concurred in by the national association.

"Gentlemen, with these remarks which your committee seeks to clearly put before you and submits as a plan of reorganization which can be worked out, we desire to add that the only good you get out of an association is what you put into it.

"With the meager assessment the association has had, it is astonishing that it did not go on the rocks long ago, and we can only believe that the half-hearted desire of the membership for an association, and the love and affection for our secretary, Howard S. Young, has kept it together at all.

"Gentlemen, we are standing today at a crisis in the industry. We are being sorely tried and assailed from all sides. We are bowed down with taxes, and we are racked with excessive freights both on inbound and outbound materials. We hear rumblings of additional taxes yet to come—from God knows where—for bonuses, we are handicapped by overheads that cannot possibly be applied to the decreased business we are doing today, but by standing together, pooling our interests, making our fight where necessary, a fight of an association instead of individuals, we may not hope to gain any ground but we may at least hope that we can hold our own and maintain an even keel."

Needs of Association Work

The discussion of the merger question was opened by W. W. Knight of the Long-Knight Lumber Co., Indianapolis, Ind., who read a paper on the "Needs of Association Work in the Veneer and Plywood Industry." Mr. Knight discussed his subject under ten headings, each heading being a function that a trade association might perform for makers of thin lumber and plywood. These ten headings are as follows: "To foster trade, encourage friendship, encourage high standards, eliminate evils of ignorant competition"; to give a "knowledge of costs," handle "credits," do "legislative

work," handle "mutual insurance," establish and administer a "code of ethics," and conduct "arbitration."

Plywood Association's Accomplishments

Following this the subject of "What has been accomplished by the Plywood Manufacturers Association" was taken up, and handled under the headings, "Traffic," "Trade Extension" and "Costs." Traffic was discussed by C. B. Allen, Allen-Eaton Panel Co., Memphis, Tenn.; Trade Extension by E. V. Knight, New Albany Veneering Co., New Albany, Ind., and Costs by F. B. Ward, Hanson-Ward Veneer Co., Bay City, Mich.

Mr. Allen had the following to say:—

"There is no more serious problem confronting this industry than the question of transportation. We are vitally interested in efficient and economic railroad service. But we are likewise vitally interested in seeing that veneers and plywood are able to move to distant markets in competition with manufacturers at such markets, and with our competitors located closely adjacent to these markets, as well as the manufacturers of lumber. Not being a traffic expert, I am unable to adequately express to you the tremendous handicap under which we labor as a result of the present exorbitant freight rates. You are all familiar with our efforts in Docket 8131 and the subsequent findings of the Commission that lumber rates, or rates closely related to lumber, should be applied to plywood and veneer. You are likewise familiar with the fact that we now have pending before the Interstate Commerce Commission for oral argument a case asking the commission to issue an order directing the carriers to carry out its findings in the early case. We still have an up-hill fight, and to keep pace with the situation we must be strongly organized to see that the needs of this great industry are not subjected to any new discriminations. Justice will result from a united industry.

New York to Memphis Rate Increased

"You know that rates were advanced in August, 1920; but few of you realize that subsequent to that date other advances have been made in the class rates. These advances were made under the guise of removing discriminations under that section of the transportation law which provides that a short haul point shall not pay more than a long haul point. For illustration, the rate from Memphis to New York, under this last advance which became effective last month, was increased 27 cents per 100 pounds. Let me illustrate further and show you a few examples in the savings which will result in transportation cost if we can carry our fight to a successful conclusion. The transportation charges on a car of 50,000 pounds of veneer and plywood from Oshkosh to New York City is \$395 a car. We have asked, and with a united industry can obtain, transportation charge of \$237.50 on veneer and \$262.50 per car on plywood. From Bay City to Grand Rapids, the present charge is \$130, we should have a rate of \$90 per car. From Cadillac, Michigan, to Jamestown, New York, the rate on plywood per car is \$212.50; we should have a rate of about \$190. The rate on veneer from Louisville to Boston is \$330 a car; this rate should be \$210 a car. The rate on veneer from Jackson, Tenn., to Grand Rapids, Michigan, is \$367 per car; the rate should be \$190 per car. The

(Continued on page 42)



F. B. Ward, Vice-President representing Plywood group

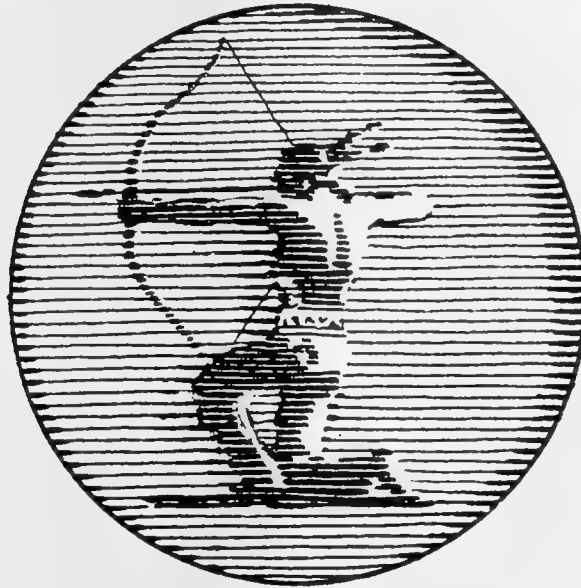


H. E. Kline, Treasurer



H. J. Barnard, Vice-President representing Quartered Oak Veneer group

ALGOMA *the Better* Plywood



*What does it mean
when you see this trade-mark?*

“Algoma”—of course—and “Better Plywood” will come to the mind of every man who has read our monthly message for the last year.

But what more does this trade-mark mean? Study it. The kneeling Indian is alert—he expresses readiness on our part to serve your needs with speedy promptness.

His bow, his arrow—these typify Plywood. They tell of lightness combined with strength—of accuracy, such as we maintain in everything we do.

More than this—the Indian symbolizes pioneering. And the spirit of Algoma, since 1886, has been above

everything else a pioneering spirit—seeking out better ways of making Plywood, searching for new things which could be better made of Plywood—investigating, improving, perfecting—building a service in Plywood which is today more complete in every line than any other service in the United States.

Remember these things when you see this trade-mark. Remember them when you want Plywood. Bent work, extra large panels, stock panels, beautifully figured woods, the latest importation of Circassian Walnut—you find them all at Algoma, and you can get them in Algoma, the Better Plywood.

ALGOMA PANEL COMPANY, *Algoma, Wis.*

Perry Defends Trade Association Work

A vigorous defense of trade association benefits was made by Thos. D. Perry of the Grand Rapids Veneer Works, Grand Rapids, Mich., speaking as president of the Plywood Manufacturers Association at the annual meeting of that organization, held in Chicago at the Auditorium Hotel on March 15. Mr. Perry said:

At the end of three years of Association activity, it is prudent to look back over the accomplishments and profit by the mistakes we have made, and push vigorously along the lines of successful endeavor. The first year and a half was a time of unusual business volume and of rising prices; and the last half of the period has witnessed one of the most violent business reversals that the present generation has seen or is likely to see. Times like these not only try men's souls, but put the ultimate value of association co-operation to the acid test. A very few of our members feel in these trying times that association work must be dropped, partly for reasons of financial economy and partly because of a disappointment that the association could not prevent the inevitable lowering of prices and more or less unscrupulous competition. A little thought will convince everyone that it is possible for our association to be of greatest service in the present readjustment problems providing the members will give interest and attention to the questions in which they are involved in more than an individual way. There is no argument to justify the position of our withdrawing friends, that, as unaided individuals they can not solve these perplexing problems as efficiently as we can by working together.

Perhaps our association made a mistake in starting too many activities, but each of our major tasks has been a very real and immediate problem to our members and the progress we are making in our joint campaigns is far more than individuals could have accomplished alone.

Opportune Time for Expansion

Imitation is said to be the sincerest form of flattery but we should not let our heads be turned by the fact that no less than four organizations along similar lines of work have expressed a desire to either affiliate with us or organize their activities through our worthy Commissioner. It certainly seems to be an opportunity for correlating, along legitimate lines, a much larger group of veneer and plywood manufacturers and jobbers than has ever worked together before.

We have before us the situation of a large industry producing upwards of \$50,000,000 worth of goods annually. Shall we let a wonderful opportunity for a working relationship through a suitable association fail through neglect?

Detailed reports of the activity of our Valuation Commission, our Trade Extension Campaign, our Traffic Committee and our Glue development will come in in their regular order.

Three problems are causing considerable anxious thought on the part of our members. They are:

(1) The reduction in freight rates. It is agreed by railroads and shippers alike that this must come, but only at such a time and in such a way as shall prevent embarrassment to the railroads. Those organizations that have made the best presentation of their case for reduction or reclassification will undoubtedly obtain first recognition. We have made a good start on docket No. 8131, and must "carry on."

(2) The decision of the Supreme Court of the United States on the so-called "Open Price Plan" of the American Hardwood Manufacturers Association is much less disconcerting than a superficial examination would indicate. Recent correspondence between Attorney General Daugherty and Secretary of Commerce Hoover indicates clearly that the two chief things which the law forbids under the present interpretation are price and production control by agreement. Our Association has never advocated joint action along either of these lines and the large idle capacity of the plywood production units is sufficient evidence that we could not if we wanted to.

The Vegetable Glue Situation

(3) The final cause of anxiety is the vegetable glue situation in which our association has shown substantial interest during the past year or two. We have known all along that we had a big job on our hands but probably none of the members realize that the decisions and the reports which are arranged for our timid consumption in threatening terms are the result of activity commenced before our Association attacked the problem. Litigation originated since the above time, speaking as an individual who is under suit, has given our attorneys and experts confidence that our defense will open a new page in the history of this matter. It is not pleas-

ant to expend time and money in defending litigation for the use of a minor product, but when we realize that the whole industry may suffer through neglecting to build up a co-ordinate defense, it immediately becomes a responsibility in which we all ought to express a substantial interest. The Schenectady decision resulted from a trial held more than a year ago and brings out no new points of importance. In this free country of ours it is up to each individual user to decide whether he will approve the tactics of and patronize the offending Glue Company, or whether he will join in a vigorous campaign to prevent a monopolistic control in the woodworking industry.

Our own Plywood Association Standard Glues are making good progress and in the near future with two licenses will be better able than ever to supply the requirements of the trade.

Subjects That Need Attention

There are three subjects that should engage our early interest to which we have as yet given no attention.

(1) The standardization of a method for marking our product to indicate its point of production. Some members are using steel, brass, or rubber stamps, others stencils. It ought not to be difficult to devise a method which could be standardized and which might, on lumber cores, take the form of a particular type of joint.

(2) The standardization of finishing methods that will prevent the loosening of veneers and the opening of veneer joints. All plywood producers are familiar with customers' criticisms as offered from time to time. It is quite apparent that much of the trouble is due to a lack of co-operation between those that made the glued stock and those who assemble and finish the furniture.

(3) The investigation of glues other than vegetable, which certain members may want to use, should be undertaken by our Glue Committee as soon as time and funds are available.

Ward Is Elected President

The following officers were elected by the Plywood Manufacturers to serve their association for the ensuing year: President, F. B. Ward, Hanson-Ward Veneer Co., Bay City, Mich.; First Vice-President, J. T. Breece, Breece Mfg. Co., Portsmouth, Ohio; Second Vice-President, C. B. Allen, Allen-Eaton Panel Co., Memphis, Tenn.; Third Vice-President, L. H. Sergeant, Roddis Veneer & Panel Co., Marshfield, Wis.; Treasurer, E. W. Benjamin, Cadillac Veneer Co., Cadillac, Mich.; Chairman Valuation Committee, F. L. Zaugg, American Plywood Corp., New London, Wis.; Chairman Publicity Promotion, E. V. Knight, New Albany Veneer Co., New Albany, Ind.

Mahogany Association Made Permanent

The permanent organization of the Mahogany Association was effected at a dinner of the members of that body, held at the Hotel Commodore in New York City on March 2 and 3. This action follows a six-months' advertising campaign by the association to further the use of genuine mahogany. It was taken for the purpose of further developing this publicity effort as well as to deal with matters of general interest to the foreign wood importing industry.

The organization is said to contain virtually all the importers and manufacturers of mahogany and other foreign woods in the United States. At the New York meeting Thomas Williams was unanimously elected president and the following selected as members of the executive committee: T. R. Williams, F. D. Sawyer, Henry Freiberg, F. G. Otis, C. C. Mengel, Jr., and Douglas R. Allen.

Many Invitations to Evansville Market

A great many invitations are being sent out to retailers in the various parts of the United States by John C. Keller, secretary of the Evansville Furniture Manufacturers' Association, Evansville, Ind., asking them to attend the semi-annual stove and furniture market that will be held in three large buildings in Evansville from April 3 to 8. A good many responses have been received and the furniture manufacturers believe that the market this spring will be very successful and that both the attendance and sales will be satisfactory.

*Veneer and
Lumber*

Walnut

*American and
Circassian*

Mahogany

Qtd. Oak

English Oak

Satinwood

Vermilion

Teak

Rosewood

and many

other

Foreign

and

Domestic

Woods



Walnut

THE fact that when the demand for Mahogany veneer was at its height, no requirements of figure or quantity were ever too great or too sudden to find instant fulfillment at the Willey plant has perhaps given the impression to some buyers that Mahogany veneer was a specialty with us—overlooking the fact that demand for veneer of any other wood was always just as promptly met.

Now that Walnut is in such great demand, you will find us equally well prepared to supply the users of highly figured Walnut and other grades both in veneer and lumber.

Our world-wide organization—breadth of experience—and established policies, assure you a choice and a service unexcelled.

C. L. WILLEY COMPANY
2558 South Robey Street, Chicago

GRAND RAPIDS, MICHIGAN

JAMESTOWN, NEW YORK

Use of Plywood Wall Panels in England Limited

In view of the interest that has at various times been shown by American panel manufacturers in the possibility of popularizing the use of standardized plywood for wall paneling, a report on the use of plywood wall panels in England may prove of value to the trade. This report was made by Alexander V. Dye, American Trade Commissioner in London, to the Lumber Division of the Department of Commerce. In part Commissioner Dye said:

"There is some use of plywood in the United Kingdom for wall panels, but such use is confined to the new houses which are being built by those who have lately acquired wealth. Consequently such houses are built to individual design and specification by the architects, and a standardized panel would not be of much use, particularly as the high grade hardwood panels are already standardized with regard to size. In the houses for working men which are being built with the assistance of Government subsidy, no plywood is being used, the construction being ordinary brick or concrete, with lath and plaster.

"Speaking generally, there is far less standardization of anything in this country than in America, even doors and sashes are very little standardized.

"The most common wood is alder, next birch, oak, mahogany, walnut, poplar, pine, cedar. The ordinary usual panel is the three-ply alder 4 mm. (3/16 inch) which comes in sizes 61x45 inches, 48x36 inches, 48x48 inches, 36x36 inches, 60x36 inches, 60x48 inches. Finnish birch comes in the same size boards, and in addition 49x49 inches and 38x38 inches, the largest quantities probably being in the 49x49 inches. There is considerable Dutch poplar, which comes in sizes 47x20 inches, 47x25 inches, 47x36 inches, 47x47 inches. Red gum and American birch come in larger sizes up to 76x42, and cedar particularly in the large thicknesses, up to 120x60 inches. The thickness of plywood runs all the way from 3 mm. (1/8 inch) up to 26 mm. (1 inch) with from three-ply up to nine-ply. A favorite plywood which comes from Holland, is alder faced with a very thin veneer of oak, mahogany, walnut or maple.

"These panels are usually carried in stock by the lumber merchants and purchased through the brokers in the usual way.

"Plywood dealers in the United Kingdom consider this a fairly good but small business, as, of course, it does not involve anything like the quantities or the values of other lines of the lumber trade. For instance, the importations were as follows:

1920		1921	
Loads	Values	Loads	Values
1,422	£85,672	1,002	£56,171

This is relatively a small part of the trade, as compared in 1921 with the total value imported of lumber of £30,039,165, of ties value £3,252,348, and of total soft woods sawn of £17,431,207.

"After full investigation of this question both in London and Liverpool, I do not believe that it is worth the time of the veneer and panel manufacturers considering it, since, with the present prices and wages both in Holland and Finland, it will be difficult for them to compete in the cheaper grades. There is, and always will be, a market for the better qualities of American birch and other plywoods, principally because they are a finer quality and, particularly, can be had in longer lengths. At the present time, the price of Finnish birch is 22s/6d per 100 feet against the American 35s/ per 100 feet. The principal uses for Finnish and American birch of first quality are for high class shipbuilding, panelling, and motor-body work; alder, poplar, and the cheaper grades of Finnish birch, are used for draw bottoms, furniture construction, and other cabinet uses. Due to the high price of mahogany, there is some use for cedar instead. Some of the very thick plywoods, 15 to 26 mm., are used in bulk head partitions, dash boards, and table tops, where great strength and flatness are essential.

European plywood is not in stock, delivery can be had within

three weeks. This is another advantage which the manufacturers of plywood in Holland and Finland have over manufacturers in the United States, that for any special makes or sizes they can get delivery more quickly.

In this connection we would not want to discourage our American manufacturers from any field, but it is all a question of competition in price.

I. X. L. Increases Capital Stock

The I. X. L. Furniture Company, Goshen, Indiana, recently filed papers with the secretary of state showing an increase in its capital stock from \$36,000 to \$200,000.

The Indiana Quartered Oak Company at Evansville, Ind., has increased its capital stock from \$35,000 to \$45,000.

The Stephens Showcase Company has been organized at Indianapolis, Ind., with a capital stock of \$50,000 for manufacturing purposes. Roy H. Kenady, Arthur H. Darling and Arthur E. Rouse are directors of the newly organized company.

The J. B. Hamilton Furniture Company of Shelbyville, Ind., recently filed papers with the secretary of state showing an increase in its capital stock from \$30,000 to \$255,000, of which \$170,000 is preferred stock.

Kitchen Cabinet Company Sues Railroads

The McDougall Company, of Frankfort, Ky., manufacturers of kitchen cabinets, filed a petition recently with the public service commission against the Baltimore & Ohio railroad company and the Chicago, Indianapolis & Louisville Railway Company, asserting that the McDougall Company had been subjected to the payment of unjust, unreasonable and discriminatory freight rates on lumber shipped from Deputy and Lovett to Frankfort, from April 1, 1920, to October 1, 1920.

The petition says that at the time the lumber shipments were moved, the rate applicable on the lines of the defendants from Jeffersonville to Frankfort was 12 cents for 100 pounds, as provided for in Agent Kelly's tariff, but that the kitchen cabinet company had to pay for the transportation of lumber from points between Jeffersonville and Frankfort at the rate of 13 cents for 100 pounds.

Prospective Congressman Buys Furniture Plant

Harry C. Canfield, candidate for nomination on the Democratic ticket as Representative in the congress from the Fourth congressional district of Indiana, has bought the controlling interest in the Western Furniture Manufacturing Company's plant at Versailles, Ind., from William C. Schwier and son, William C. Schwier, Jr., of Batesville, for \$35,000. He will take charge of the concern Monday as president, treasurer and general manager. As soon as needed improvements can be made the plant will operate at its fullest capacity. The company has a large number of orders on file.

The Fruit-Dairy Box Company of Sturgeon Bay, Wis., is the name of a new corporation which has been chartered with a capital stock of \$50,000 to engage in the manufacture of cheese boxes, berry boxes and crates and similar veneer products. The incorporators are James G. Martin, Otto Haack and W. E. Hagener, all of Sturgeon Bay.

At Burnside, Ky., the Burnside Veneer Company is a new corporation.



Est. 1867
Inc. 1904

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1/20" Red Oak (log run)	1 car
1/16" Red Oak (log run)	1/2 car
1/20" White Oak (log run)	1/2 car
1/16" White Oak (log run)	1/2 car
1/28" Walnut (half round)	1 car
1/28" Poplar cross banding	25M
1/8" Poplar (log run)	5 cars
1/8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

**Rotary Cut
Northern
Veneers**

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperage & Lumber Company
Chicago Offices: 812 Monadnock Block
GLADSTONE, MICH.

"casco"
for a
better product



WATERPROOF GLUE

**For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL**

"CASCO" uniformity is assured because
we manufacture our own casein

THE CASEIN MANUFACTURING CO.

*Largest and Longest-Established Manufacturers
of Casein Products in America*

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Write for "CASCO" Red Book—
a manual on Veneers, Panel-
Making and Glue
Samples of "CASCO" on request

(Continued from page 36)

rate on plywood from Memphis to New York City at present is \$485 per car; this should not exceed \$270 per car. The present rates from the South and, I believe, from other territories on plywood and veneer, less than 1/15", are from 75 per cent to 150 per cent more than on lumber. Can manufacturers of panels or built-up wood compete with manufacturers who buy the lumber and make their built-up-wood?

"I am firmly of the opinion that had this industry been thoroughly organized, we would have had into effect the lower charges per car that I have mentioned; and I am thoroughly convinced that unless we perfect a strong organization that can see this situation through we will be from time to time confronted with ever-increasing transportation costs, which will prevent us from meeting the keen competition which I have referred to. I, therefore, recommend that you take suitable action to see that there shall be no backward step in the carrying out of this important work."

E. V. Knight On Trade Extension

After reviewing the history of the proposed nation-wide advertising campaign he said:

"As the situation is today, the members of the Plywood Manufacturers Association have, with a few exceptions, paid their assessments as agreed. The veneer cutters have only a few of them paid up their subscriptions, but in explanation of this I think it but fair to them to say the same effort was not made until recently to collect from the veneer manufacturers as was made to collect from the plywood manufacturers.

"At this time, the Central Bureau, Mr. Wulpi, Commissioner, is empowered to make collection from all parties who are subscribers to the Trade Extension and National Advertising Campaign fund. Mr. Wulpi will make a full report of all moneys collected, all bills paid to date, and the balance on hand.

"And in conclusion, I think I am not overstating a fact when I assert that in my opinion the manufacturers of veneer and of plywood have in the data already collected and ready for use, and in the advertising campaign already planned and ready to launch in the pages of magazines and in the pages of trade periodicals, etc., a greater medium for expanding the veneer and plywood business, for creating new uses for both veneer and plywood, and for the general and permanent building up of our industries as a whole than is offered to any other line of industry."

Benefits of Uniform Costing

Mr. Ward discussed briefly the benefits to be derived from a uniform cost system. He began by saying that business men generally do not know enough about their business. The woodworking industries have been especially slow, he said, to adopt efficient costing methods. One thing that has retarded the introduction of a cost system, he said, is the prevalence of the impression that a cost system will turn a business upside down and rip it all up. Old methods, Mr. Ward, said, were cumbersome and so involved in red tape that perhaps they cost more than they were worth. They interfered with the duties of the workmen and often threatened to absorb all the energies of the organization in which they were practiced. But the new method, he said, does not interfere with the workmen and while it takes time to install, functions thereafter with relatively little friction and effort. One man, he estimated, can operate a cost system for a \$1,000,000 business. He declared that there is no guessing about the system evolved by the plywood association. "You can go to your books at the end of the month and find out the mistakes you have made," he said. "It is a great comfort to know your costs and if your competitor knows his it is a greater comfort."

During the course of the meeting William Clendenin of the Conover-Mooney Company spoke on the proposed advertising campaign and urged the value to be derived from following closely with the national advertising campaign the large amount of free publicity that has been secured for veneers and plywoods from trade and other publications.

Following this statement E. V. Knight explained that the matter of the national advertising campaign would be held in abeyance until all details of the merger had finally been settled.

Text of Constitution And By-Laws

The following is the text of the Constitution and by-laws adopted by the merger, with the exception of "Article I," which applies to the name of the association:

HOW DO YOU DRY YOUR VENEER?

If you
haven't a

COE ROLLER VENEER DRYER

we venture the assertion that many times you have wished you did have one. There is no time like the present to gratify that wish and thus place your plant on a much more efficient basis and give an added quality to your product. If you are not familiar with the performance of this wonderful machine, write us for a list of users and investigate and you will be surprised to find what a handicap you have in being without one.

ALSO SEE THE NEW TWENTIETH CENTURY COE VENEER LATHE

In a short time now we will send you a new Clipper bulletin, in which you will find described our style L Clipper with the automatic stop

THE COE MANUFACTURING COMPANY, PAINESVILLE, OHIO, U. S. A.

Article II Objects

The object of this Association is for the promotion of co-operative spirit among manufacturers; to obtain and diffuse information on trade matters; to improve and purify commercial methods; to conduct investigations; adjustments; to exchange trade credit experiences; to promote accurate cost accounting; to arrange periodical meetings on educational lines and promotion of all matters of general interest.

Article III Membership

Sec. 1—Every bona fide manufacturer of sawed, sliced or rotary cut Thin Lumber and every manufacturer of Plywood in America, who is of good repute for honesty and fair dealings, is eligible to "Regular Membership" in this Association.

Sec. 2—All similar Jobbers of Thin Lumber and Plywood are eligible as "Associate Members"; provided, however, that no jobber shall be eligible, unless he actually and habitually buys and sells Thin Lumber and Plywood and maintains a warehouse and carries a substantial stock therein.

Sec. 3—All similar manufacturers and jobbers of Thin Lumber and Plywood machinery, equipment or supplies are eligible as "Affiliated Members."

Sec. 4—The right to sit in Executive sessions and to vote shall be accorded to "Regular Members" only.

Sec. 5—Applications for membership shall be made in writing to The Commissioner, and acted upon at regular or special meetings, upon approval of the respective group wherein same falls.

Article IV Officers

Sec. 1—The Officers of this Association shall be a President, a Vice-President nominally by each allied group, and a Treasurer, all of whom shall be elected annually to serve until their successors are elected and qualified.

Sec. 2—There shall be an Executive Committee consisting of the President, the Vice-Presidents and the Treasurer of the Association.

Sec. 3—The President of the Association shall be ex-officio Chairman of the Executive Committee.

Article V

Duties of Officers

Sec. 1—The duties of the officers shall be those devolving upon such officers.

Sec. 2—It shall be the duty of the Treasurer to carry all Association funds in bank account of the Association and to pay all bills through vouchers upon approval of the President.

Sec. 3—The Executive Committee shall have general supervision of the business of the Association, and shall employ a disinterested party to do the Secretarial work, who shall be known as "The Commissioner."

Sec. 4—Said Commissioner shall do the necessary work of the Association as may be directed. He shall arrange for all meetings, record same and distribute as may be directed. He shall keep the Association books, collect all assessments, depositing the funds in The Treasurer's account and mail to him copy of all deposit slips. He shall have all bills of the Association approved by the President and then only vouchered and paid through the Treasurer.

Sec. 5—The Treasurer and Commissioner shall be bonded at the expense of the Association as the Executive Committee may direct.

Article VI Election

Sec. 1—The election of officers shall be held at each annual

Geo. L. Waetjen & Co.

Plywood and Veneer

IN STOCK FOR IMMEDIATE SHIPMENT

BIRCH RED BIRCH
RED OAK WHITE OAK
YELLOW PINE
CYPRESS
QTD. SAWN WHITE OAK
QTD. SAWN RED OAK
MAHOGANY
QTD. FIG. RED GUM
SAP GUM
RED GUM
RED OAK 1/s, BIRCH 1/s
RED OAK 1/s, YEL. PINE 1/s
RED OAK 1/s, CYPRESS 1/s
WHITE OAK 1/s, BIRCH 1/s
YEL. PINE 1/s, BIRCH 1/s
FIR DOOR PANELS
FIR DRAWER BOTTOMS

for
**Wainscoting
One and Two
Panel Doors
and
Cabinet Work**
If It's
VENEERED
We Make It

also

A Complete Stock of Veneer

ARE YOU RECEIVING OUR LISTS?

110-120 REED STREET
MILWAUKEE WISCONSIN

RANGOON TEAK

B B T C L

British Honduras Mahogany

B. E. & P. CO.

SPOT and SHIPMENT

QUALITY AND SERVICE

BUSK & DANIELS, 8 Broadway, NEW YORK

IOWA WALNUT

The Pick of the Least Cut-Over Fields

Iowa is practically virgin territory in black walnut production. Only a comparatively few years ago farmers were cutting up fine walnut logs for fence posts for want of a better market.

With many million feet of standing timber to choose from our buyers have abundant opportunity to pick and choose. It is natural that the quality should average a little better than in the older cut-over fields.

Write us for quotations and evidence of the superior quality of Iowa Walnut. It will be to your interest.

**Des Moines
Sawmill Company**

Des Moines
Iowa

meeting of this Association; each regular member present shall be entitled to one vote and the election shall be by ballot. A majority of the members voting shall be necessary to an election.

Sec. 2—In case of a vacancy in the Executive Committee or in any official position, the same shall be filled by the Executive Committee on nomination of the group from which such vacancy occurs for the unexpired portion of term of such director or officer.

Article VII Meetings

Sec. 1—Association—There shall be two meetings of the Association per annum at places to be named by the Executive Committee, the annual meeting to be held the second week in December, and the summer meeting to be held the second week in June of each year. Notice of such meetings shall be mailed to the members of the Association at least fifteen days prior to the holding thereof.

Directors—The Executive Committee shall hold meetings upon the call of the Chairman.

Special—Special meetings of the Association may be called by the President and special meetings of the Executive Committee may be called by the Chairman at any time on adequate notice to the Members.

Mail Vote

Sec. 2—When the President shall deem it inexpedient to call a special meeting of the Association, or when he shall deem it inexpedient to call a meeting of the Executive Committee, he may order a vote by mail on any question on which an expression is deemed necessary.

Article VIII Salaries And Expenses

All Officers and Members of the Executive Committee, except the employed Commissioner, shall serve without salary, provided that the legitimate expenses of meetings of the Executive Committee regularly called be paid out of the Treasury. This also to apply on expenses of meetings of any special or regular committees.

Article IX Quorum

At any regular or special meeting of the Association a majority of those answering roll call shall constitute a quorum of the Association. A majority of the Executive Committee shall constitute a quorum of the Executive Committee.

Article X Committees

Annually there shall be appointed by the President a Membership Committee of three members.

A nominating Committee of three members.

A Committee of 3 members on Constitution and By-Laws.

A Committee of 3 members on Resolutions.

A Committee of 3 members on Arbitration and Grievances.

A R. R. Traffic Committee of 3 members.

Article XI Line Groups

Sec. 1—The membership may be divided into such groups as are representative of the lines of product manufactured.

Sec. 2—Each Line Group shall assess its respective Group members for the purpose of financing any special work it may undertake as specific with such group.

Article XII Dues

Sec. 1—Regular members shall be assessed annually on a pro-rata basis in accordance with determined net sales of product of Thin Lumber and Plywood, to provide the necessary annual fund to meet the designated budget.

Sec. 2—Associate members shall be assessed on net sales of Thin Lumber and Plywood, on basis as determined from year to year at the Annual Meeting, to meet necessary budget and approved by the membership.

Sec. 3—Affiliated members shall be assessed on actual sales to manufacturers of Thin Lumber, Plywood or machinery equipment or supplies on basis to be determined year to year.

Article XIII Suspensions

Sec. 1—The Executive Committee may suspend any member for non-payment of dues, assessments or for any causes deemed sufficient by it.

Withdrawals

Sec. 2—Members may withdraw upon thirty days' notice and payment of all dues to date of same.

Article XIV

Proration of R. R. and Sleeper Fares

Sec. 1—The railroad and sleeper fares to and from regularly called general meetings, shall be averaged and prorated among all regular members present or absent, so as to make the expense of attendance equal to all regular members.

Article XV Amendments

Sec. 1—Amendments to this constitution may be made at any regular or special meeting of regular members, after a thirty-day notice of same is given all members.

SHERATON CHIPPENDALE, HEPPELWHITE and the BROTHERS ADAM

All used veneer and employed the plywood principle in building and finishing their finest creations. Chippendale even veneered his finest chairs. Sheraton's famous sideboard for the London Times was built of Plywood-Veneer.

From Ancient to Modern times, and more particularly, the all important *PRESENT TIME*—the costliest, the

most beautiful, the most artistic furniture was and is made, using veneers and plywood.

These are facts, and it is also a fact that for the best and *best-made* plywood and veneer—ours is the plant. The largest in the world.



On the Back of Your Veneered
Tops and Panels
Means Guaranteed Quality

New Albany Veneering Company

E. V. Knight Plywood Sales Co.
Sales Agents

New Albany, Ind.

LONG-KNIGHT LUMBER COMPANY

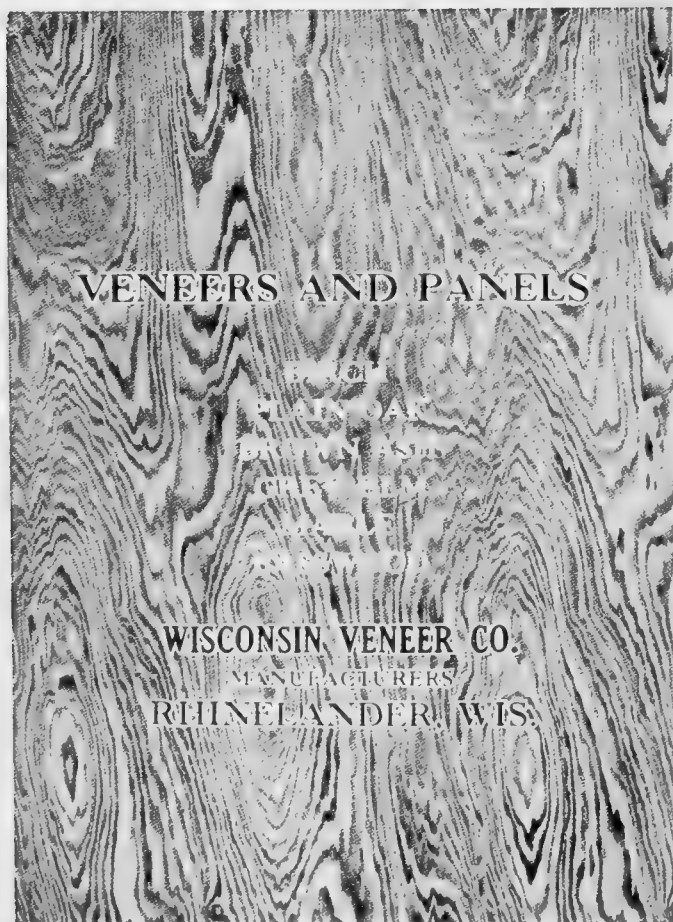
INDIANAPOLIS, INDIANA

WALNUT HARDWOODS

VENEERS

Mahogany, American Walnut, Quartered White Oak

MANUFACTURERS & WHOLESALE



Hercules to Make Furniture

Announcement was made a few days ago by the Hercules Corporation at Evansville, Ind., that it will start the manufacture of furniture. Orders for such additional machinery that will be needed have been placed and it is expected that the company will be able to start making furniture within ninety days. The company will confine its activities along this line to the making of bed room suites and five or six styles of moderately priced suites will be manufactured. Later on the corporation may add more lines, it is said. The company is going in for quantity production and the products turned out will be ready for the mid-year market expositions. With the large woodworking departments that the Hercules Company already has it will not be necessary to install much additional machinery. The company originally started as a buggy factory and this plant is one of the largest in the Middle West. Several years ago the company started to manufacture gas engines on a large scale and about a year ago they began the manufacture of automobiles. The company sells many of its products to a large mail order house in Chicago.

Wisconsin News Notes

The Interior Woodwork Company, 521-523 Park Street, Milwaukee, is embarking upon a factory enlargement program of considerable interest. Plans have been completed by Architect Herman J. Esser, Camp Building, for a three-story manufacturing addition, 67 by 158 feet, and a two-story storage and warehouse addition, 90 by 101 feet, L-shaped. These additions will require some new machinery, motors and other equipment, extensions of the blower and heating systems, and other appliances and devices. Work on the buildings will begin at once.

The Algoma Wood Products Company of Algoma, Wis., has started work on an addition to its factory and power plant, which will involve an investment of about \$35,000 in all.

QUALITY
UNIFORM

DIVERSIFIED

Our diversified stock permits us to ship all grades
and thicknesses of walnut lumber. Try our stock

PICKREL WALNUT COMPANY
St. Louis, Mo.

UNDERWOOD QUALITY

ENEERS

PROMPT DELIVERIES
ATTRACTIVE PRICES

PANELS

During the past twenty-five years our constant aim has been to make Veneers and Panels especially adapted to the needs of our customers and our ever-widening field of trade has been built up on this principle.

We carry a large stock of both logs and seasoned Veneer at all times. Our shipping facilities are excellent and orders are promptly filled.

Send us your inquiries. We carry a large stock of Three and Five-ply Panels on hand at all times—Write for list of sizes.

UNDERWOOD VENEER CO. WAUSAU, WISCONSIN

Huge Wire Bound Box Merger

Harry W. Embry, president of the Embry Box Co., Louisville, Ky., announced the week of March 4 that a consolidation of wire bound box interests had resulted in the organization of the Continental Box Co., capital \$16,000,000, headquarters in Chicago. Mr. Embry will be vice president of the merged interests, which will be composed of twelve companies, with fifteen plants. It is planned to produce closer to source of raw material where possible, and for the nearest plant to fill orders, reducing traveling, freight and other expenses. The Louisville company will be known as the Embry Box Company, Louisville division, Continental Box Co. Most of the companies are wire bound concerns, although the John B. Ransom Co., Nashville, the Embry Box Co., Republic Box Co., New Orleans, and Forrester-Nace Box Co., Kansas City, also have nailed box departments. The plants will dot the country from New Orleans to Northern Wisconsin, and from Detroit to Kansas City.

Woodworking Foremen and Superintendents Organize

The Foremen and Superintendents' Society, composed of the foremen and superintendents of the various furniture and some of the other wood-working plants at Evansville, Ind., has been perfected. The organization has started off with a membership of thirty-six and it is thought that a great many more will join at the next meeting. R. R. Kunkle of the Wemyss Furniture Company, was elected temporary president of the organization with E. G. Deal of the Evansville Top and Panel Company, as secretary. The board of directors is composed of S. A. Brentano, Orville Abshier, W. E. Sabel, Henry Bruening, Herman Schelosky, Fred Ost and E. L. Kroener. The purpose of the new organization is to

bring the various foremen and superintendents into closer relations and also for the purpose of listening to the discussion of technical problems.

Waetjen Gets Committee Job

George L. Waetjen, president of George L. Waetjen & Company, veneer panels, 110-120 Reed Street, Milwaukee, has been appointed a member of the jobbers' committee of the Milwaukee Association of Commerce for the new year. John H. Moss, vice-president of the Rockwell Manufacturing Company, and a former president of the Association, has been appointed a member of the committee on national affairs. John W. Kieckhefer, president of the Kieckhefer Box Company, is reappointed chairman of the finance committee.

Two Generations Opposed

The Milwaukee Sunday newspapers of March 18 published an interesting article concerning Lewis M. Smith, secretary-treasurer and manager of the Wisconsin Manufacturing Company of Jefferson, Wis., a large producer of chairs, and his son, Lynn H. Smith, a leading attorney of Jefferson. The father is president of the Jefferson County Bank, and the son has recently been elected president of the Farmers and Merchants Bank. These are the only two banks in Jefferson and rival institutions. They are of almost equal age and size and competition between them is very keen.

The Kiel Furniture Company, with factories at Kiel, Wis., and Milwaukee, has recently added more men to the forces of both plants and extended the working hours from a basis of eight hours a day to ten hours. The concern is considered to be the largest exclusive manufacturer of fine tables in the world.

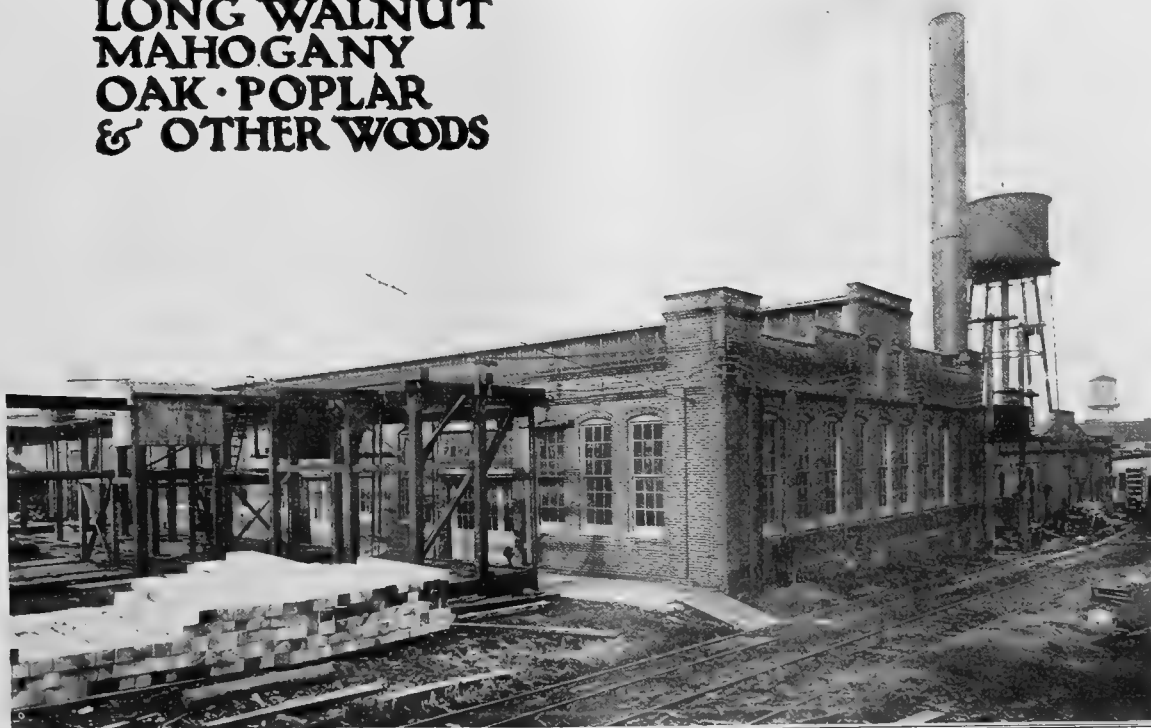
MILLS - BALTIMORE, MD.

*Quality
Veneers
in*

Sales Branches:
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**WALNUT BUTTS
BURLS
LONG WALNUT
MAHOGANY
OAK · POPLAR
& OTHER WOODS**



CUTTING MILL FROM THE REAR - SHOWING SUPERSTRUCTURE OF THE VATS.

THE WILLIAMSON VENEER CO.

“Louisville” Plywood

**To meet your re-
quirements, we
have the experience,
the knowledge and
the equipment.**

**The Quality is
“Built-in”**

The Louisville Veneer Mills

Also Manufacturers of Figured and Plain Veneers

Louisville, Kentucky

Fire in New York Lumber Yard

Fire swept the yards of the H. Hermann Lumber Company, 125th Street and East River, New York City, on March 7, doing damage estimated at \$75,000. Flames spread to McCracken's garage adjoining and destroyed twenty automobiles. The big yards contained lumber of every description.

Wiggs Opens Office in Memphis

R. J. Wiggs is the principal owner of the R. J. Wiggs Lumber Company, which has opened offices in the Bank of Commerce building in Memphis for the wholesale handling of southern hardwoods. Mr. Wiggs, who was associated for years with R. J. Darnell and the Darnell-Love Lumber Company, Leland, Miss., is one of the best known lumbermen in Memphis. Just before forming his new company he was sales manager for the Green River Lumber Company of Memphis.

Byrns Brothers Lumber Company Formed

The Byrns Bros. Lumber Company has been organized in Cincinnati, O., with an authorized capital stock of \$150,000, of which \$100,000 has been paid in.

The officers of the concern are: John Byrns, president; C. B. Benedict, vice-president; M. J. Byrns, secretary and treasurer.

The Cumberland Valley Lumber Company and the M. J. Byrns Lumber Co., both of Cincinnati, have been merged into the new company, which will continue the policies of the Cumberland Valley Lumber Company and the M. J. Byrns Lumber Company, at the same time widening its scope of wholesale business, specializing in West Virginia and southern hardwoods, including gum and cypress.

The new company will have direct representatives covering thoroughly the states of Ohio, Indiana, Southern Michigan, western New York and Pennsylvania, also the Province of Ontario, Canada.

In addition to the company's own mills in eastern Kentucky, it has some first-class connections, and is in a position to furnish anything in lumber, with the exception of West Coast products.

Bachman Says Flooring Demand Is Growing

The demand for hardwood flooring is steadily increasing, the public realizing its advantages, as compared with carpeted floors, according to Fred Bachman, president of the F. M. Bachman Company, manufacturers of hardwood lumber, veneers, yellow pine and Parka flooring, a special product turned out at the plant in Indianapolis.

Lumber Export Statistical Service

As previously announced, the Lumber Division (U. S. Department of Commerce) will inaugurate a new statistical service in co-operation with the Statistical Division of the bureau. Owing to extra work in connection with the new export classification, which went into effect on January 1, the returns for the month of January have been somewhat delayed. Four complete statements, showing the exports of both soft and hard woods by ports, species and countries of destination during January, will be mailed shortly to all concerns interested in the lumber export trade. Subsequent reports, however, will be restricted to such concerns as have shown their interest in the bureau's work by being listed in exporters' index, this step being taken in order to eliminate waste of material and efforts. There is no charge for this service nor for being listed in exporters' index.—Commerce Reports.

Lumber Exporters' Directory

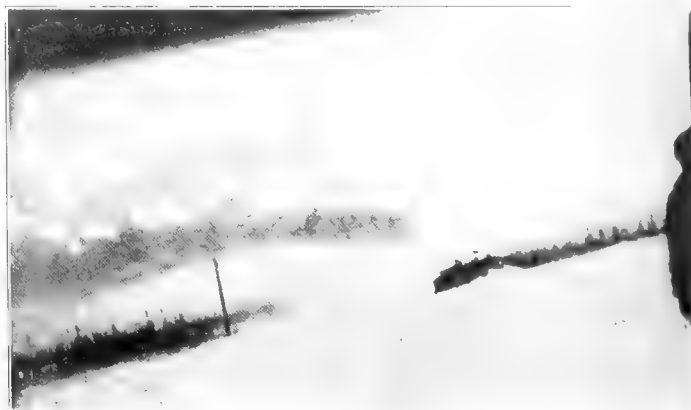
The work of compiling names of American lumber exporters for the Lumber Exporters' Directory, which the Lumber Division (U. S. Department of Commerce) intends to publish, is now well under way, and more than 1,400 names of concerns directly or indirectly interested in the lumber export business have been listed. It is estimated that there are from 1,800 to 2,000 lumber exporters in the United States, and it is expected that the names of most of these concerns will finally be placed in this directory. A short questionnaire has been prepared and will be mailed during the month of March to every lumber exporter in the United States. This questionnaire is very simple, and will require but five or ten minutes of any one's time to fill in. With this questionnaire in hand the Lumber Division will be in a position to direct such trade inquiries as it may receive in the future to the proper persons handling the goods called for, and it should therefore be in the interests of the exporters themselves to have this questionnaire filled in to the best of their ability. If the questionnaire has not been received by the 10th of April, the Lumber Division asks that such concerns address the Lumber Division requesting that their names be placed on the mailing list.

It appears from the splendid co-operation the Lumber Division has received thus far in compiling the directory that this work will be of value to them in extending their markets in foreign countries.—Commerce Reports.

Three Engines Buck Through the "Big Snow"

The man who logs timber and manufactures lumber in any part of the world is used to contending with the elements in their most savage moods, but the operators in Wisconsin and Michigan had enough to keep them interested during the great storm of snow and sleet that struck their section of the north during the first week in March. Camps were snowed under throughout the territory and great damage was done to timber in the woods and to the towns. Transportation was tied up, both on the

standard gauge and the logging railroads. The situation is well described by the experience of the Thunder Lake Lumber Company, Rhinelander, Wis. It took the crews of this company six days' steady work to buck through the snow and get the camps to operating again. The photographs shown here were taken by one of the company's men while the main line was being opened up. Three engines were hooked together and they hit the snow for all they were worth. They would plunge ahead as far as they could, then the men would pitch in and dig them out. After this the plunging would be resumed until the trains stuck again. In this way the line was finally opened.



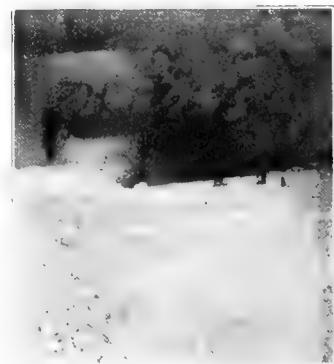
Three Engines Crawling Through the Deep Snow



A stretch of Snow Over Which the Engines Have Bucked Their Way



Woodsmen "Mining" Down to the Buried Tracks



Bucking Drifts High as the Smoke Stack

Saw Is a Fatal Tool in Wisconsin

According to a bulletin issued by the Industrial Commission of Wisconsin, the saw is the most deadly piece of machinery used in Wisconsin. In a six-year period, 1915-1920, inclusive, 3,319 compensable injuries, of which eighteen were fatal and 734 permanent, caused the loss of 663,010 working days in factories in Wisconsin. The most serious year was 1920, in which 660 saw accidents occurred which resulted in more than seven days' disability. Of these accidents, 421 occurred on circular saws, 215 on rip saws, 78 on trim saws and 51 on band saws. Most of them were caused by the failure to use sawguards, although a few were the result of employees removing guard furnished by employers.

Clark Takes Charge of Inter-Insurance Exchange



Harry B. Clark

Harry B. Clark, well known expert on inter-insurance and its application to the lumber industry, has, effective March 20, been appointed attorney and manager of the National Lumber Manufacturers' Inter-Insurance Exchange, according to an announcement issued this week from the Chicago headquarters, located in the Lumber Exchange building. His appointment to this position opens a new chapter in the constructive history of the Exchange, and will at the earliest possible opportunity be followed by the inauguration of a program of intensified service to the organization's subscribers. Mr. Clark succeeds Charles F. Simonson, who recently resigned

as the head of the National Lumber Manufacturers' Inter-Insurance Exchange.

The new manager is a man of long and diversified experience in the inter-insurance field, having specialized in it for more than twenty years. His first connection with this branch of insurance was formed in 1899, when he became associated with Harry Rankin & Co. of Kansas City, Mo., which concern about this time originated the inter-insurance idea in connection with the lumber industry. When this concern later was succeeded by Rankin-Benedict & Co., also of Kansas City, Mr. Clark became a member of the new organization, and for ten years was the manager of its West Coast office, at Portland, Ore. During these years Mr. Clark covered the entire Pacific Coast territory, from British Columbia to and including California. Among his many activities coincident with this work he engineered the passage of most of the inter-insurance legislation on the Pacific Coast during the period mentioned. His energy and capacity gained for him an enviable reputation and many firm friends among the lumber manufacturers throughout the West.

Immediately upon taking active charge of the activities of the National Lumber Manufacturers' Inter-Insurance Exchange, Mr. Clark announced the inauguration with the least possible delay of a comprehensive and aggressive policy of business conduct, based on promptest and most efficient service obtainable to subscribers. Already an organization featured by high efficiency and progressiveness, this new policy, more energetic than any previously put into effect, can not fail to win for the National Lumber Manufacturers' Inter-Insurance Exchange an even fuller measure of confidence and respect than it has heretofore commanded. Among other things, Mr. Clark contemplates enlarging the exchange's field force and extending the inspection service, and in other ways increasing the value of the organization's services to its subscribers. A larger field force would mean that the Exchange would be able to keep in closer and more frequent contact with the subscribers—the need for which has for some time been keenly felt. Mr. Clark in this connection points out that the expenses of the Exchange now being fixed, the cost of its insurance will henceforth decrease as the volume of business it transacts increases.

The National Lumber Manufacturers' Inter-Insurance Exchange has rendered conspicuous service to the lumber manufacturers throughout the country during the seven years of its existence. It was organized in 1915 under the auspices of the National Lumber Manufacturers' Association, and in a large measure owes its really remarkable growth during its comparatively short term of functioning to the continued forceful support which it has received from this association. A number of the directors of the National association are members of the advisory board of the Inter-Insurance Exchange, consequently there is and will at all times be a close and harmonious working connection between these two bodies. The National Lumber Manufacturers' Inter-Insurance Exchange is owned entirely by the subscribers to its services, and the exchange is operated for their benefit solely.

Under the guidance of so thoroughly seasoned and able a man as Mr. Clark, the continued growth of the Exchange and improvement of its service facilities is assured. The Exchange caters to sawmill operators throughout the United States, and is at all times ready to place its unexcelled facilities at the disposal of those connected with the industry in any way interested in inter-insurance.

Hardwood News Notes

MISCELLANEOUS

The Jasper Chair Company has incorporated at Jasper, Ind., with a capitalization of \$200,000.

At Hagerstown, Md., the Potomac Furniture Company has been succeeded by the Commercial Furniture Company.

The J. W. Hale Lumber Company, Indianapolis, has discontinued business.

A. H. Obletz, Anna Maisel and Henry Maisel have incorporated under the name of the Buffalo Table Works, Buffalo, N. Y., the capital stock being \$25,000.

The business heretofore operated under the style of the Columbia Buggy Company at Detroit, Mich., is now the Columbia Body Corporation.

Recent incorporations are: The Perfection Oak Flooring Company, Inc., Shreveport, La.; the Stephens Show Case Company, Indianapolis, Ind.; the Warren Handle Works Company, Cortland, O.; the Tunnel Lumber Company, Tunnel Springs, Ala.; the Patterson-Keel Export Company, Gulfport, Miss.; the Queen City Sash & Door Company, Cincinnati, O.; the Dayton Safety Ladder Company, Dayton, O.

T. S. Heggen has been appointed receiver for the Wistrom Casket Manufacturing Company, Des Moines, Iowa.

The G. L. K. Chair Corporation has taken over the Globe Dining Chair Company, New York, N. Y., and incorporated.

H. A. Sexton, R. E. Glidewell, T. C. Waltermire and H. B. Smith are the incorporators of the Sexton-Waltermire Manufacturing Company, Indianapolis, Ind., and will manufacture furniture; capital, \$10,000.

At Nashville, Tenn., the firm of Lamb & Co. has commenced the manufacture of furniture.

CHICAGO

The Hipple Chicago Chair Company at 1414 South Wabash avenue, has recently been incorporated by Walter H. Eckert and George W. Fraley.

The American Parlor Furniture Company has dissolved.

The capital stock of the People's Furniture Company, 4201 Archer avenue, has been increased from \$30,000 to \$100,000.

C. A. Bigelow of Bay City, Mich., head of the Bigelow-Cooper Company and Kneeland-Bigelow companies, was in Chicago during the week beginning March 20 to meet H. B. Clark of Portland, Ore., who has just been appointed attorney-in-fact and manager of the National Lumber Manufacturers' Inter-Insurance Exchange. Mr. Bigelow is chairman of the Advisory Board of this organization.

F. B. Robertson of the Ferguson & Palmer Company of Memphis spent several days in the city during the week ending March 19. Mr. Robertson also visited Grand Rapids while in the North.

W. A. Ransom, president of the Gayoso Lumber Company, Memphis, was in Chicago March 18 to 19.

R. L. Hutchinson of the Hutchinson Lumber Company, Huntington, W. Va., visited his branch office in Chicago the early part of this week.

W. J. Loewecke, general manager, and B. R. Hartquist, secretary of the Hatten Lumber Company, New London, Wis., were in Chicago calling on the trade early this week.

William Bonifas of Escanaba, Mich., treasurer of the Vilas County Lumber Company, Winegar, Wis., passed through Chicago during the week ending March 18, accompanied by Mrs. Bonifas. They were en route to their home from Miami, Fla., where they spent several weeks. W. S. Winegar, president of the company, and Mrs. Winegar have been in Miami for the last two months and expect to return to Winegar, via Chicago, about April 1.

W. N. Willis of the Holly Ridge Lumber Company, Louisville, Ky., was in Chicago during the week ending March 18.

Arthur Jarvis, vice-president of the Steven & Jarvis Lumber Company, Eau Claire, Wis., visited the branch office of his concern in Chicago a few days ago.

Hal Levissee of the Scott & Howe Lumber Company, Ironwood, Mich., was in Chicago calling on the trade about a week ago.

BALTIMORE

The Danzer Company of Hagerstown, Md., has purchased from A. S. Craumer of Lebanon, Pa., a tract of land for a lumber yard. The price paid was \$6,000.

Word has been received in Baltimore that William Wright of Wright, Graham & Co. of Glasgow, Scotland, sailed for the United States on the

steamer Baltic. The vessel has already arrived in New York, so that Mr. Wright is now in this country. He is expected to visit Baltimore and call on some of the exporters here, notice to this effect having been received.

Drawings for the new building the Baltimore Lumber Company has decided to erect on a lot at 1123 East Baltimore street, this city, the back of which adjoins the rear of the corporation's place on Watson street, have been completed and estimates for the construction work will be asked this week. The building will have four stories and will be of brick. It will take up a space 25 by 160 feet, extending to Watson street.

Plans of the J. L. Gilbert & Bro. Lumber Company for the utilization of the tract of about nine acres at Garrison Lane and the Pennsylvania railroad have taken shape and the preliminary work is being done. The plans include a main building of brick 100 by 120 feet, which will be equipped with woodworking machinery; a lumber shed 120 by 122 feet and approximately 45 feet high; a boiler house to supply the steam for heating and dry kiln purposes, a spray system to guard against fire, and other improvements.

Rich Bros., manufacturers of furniture and baby carriages at 7 East Pratt street, are looking for larger quarters to take care of the needs of a growing business. They expect to increase their working force by 40 hands and install machinery of a value of \$10,000.

M. S. Baer of Richard P. Baer & Co., hardwood producers and distributors, has gone to visit the sawmills operated by affiliated companies at Mobile, Ala., and Bogalusa, La. Both plants are now running, and it is considered desirable for members of the firm to keep in close touch with operations in view of the situation prevailing in the lumber trade.

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, who has been confined to bed at his home in the Albion, for over two weeks with an attack of grip, shows considerable improvement, and it is believed that he will be on duty again soon.

COLUMBUS

The authorized capital of the Star Planing Mill Co. of Akron has been increased from \$25,000 to \$100,000.

The Cincinnati Door and Sash Co. has been chartered with a capital of \$200,000 to manufacture doors and sash as well as millwork. Among the incorporators are W. G. Layer and A. P. Peters.

The Southern Pine & Hardwood Co. of Cincinnati has been chartered with a capital of \$10,000 to deal in all kinds of lumber. Among the incorporators are C. A. Roy and L. E. Schleinhaut.

The J. T. Weybrecht Sons Co. of Alliance has been incorporated with a capital of \$125,000 to deal in all kinds of lumber and timbers. Incorporators are B. F. Weybrecht, John W. Weybrecht, Mary E. Weybrecht, Walter F. Hine and E. W. Diehl.

The Erie Lumber & Supply Co., of Sandusky, Ohio, has purchased the equipment of the old Schopfle Lumber & Manufacturing Co., and is moving it to the mill on McCuen street.

The Smith Lumber & Supply Co. is the name of a new concern opened at 1845 East Long St., Columbus, by A. H. and G. D. Smith, taking over the former mill of the Columbus Woodworking Co., which has moved into a larger plant. A. H. Smith, the senior partner, was formerly employed by the Columbus Woodworking Co.

Rapid Progress is being made on the new retail and wholesale lumber yard of the H. C. Creith Lumber Co. at Fifth avenue and the Big Four tracks. A large warehouse with a capacity of 1,000,000 feet of lumber is being erected as well as a large office building. The spur from the main line of the Big Four has been completed. It is expected to occupy the new plant soon after April 1.

CINCINNATI

Guy McDonald, for many years connected with the Turkey Foot Lumber Company at Huntington, W. Va., is now representing the hardwood department of the Chicago Lumber & Coal Company of Memphis, Tenn., in the Cincinnati territory.

A romance dating back to school days culminated on March 14, when Clarence E. Doppler, treasurer of the Johnson-Doppler Lumber Company of this city, and Miss Dorothy Egan, daughter of a prominent Cincinnati business man were married. Following a reception at the home of the groom, the newlyweds departed on a honeymoon trip through New York state. They will reside in Westwood, a suburb of Cincinnati.

Robert A. Fenton and George Rodefild, for many years connected with the Cincinnati Sash and Door Company, have organized the Queen City Sash and Door Company, which has been incorporated for \$25,000. The company, which will conduct a wholesale jobbers' sash and door business, has elected Mr. Fenton, president, and Mr. Rodefild, secretary and treasurer. A warehouse will be operated in the West End.

The W. H. Settle & Company has changed its name to the Settle Lumber Company and incorporated with a capital of \$60,000. The officers are: W. H. Settle, president; George L. Wright, vice-president and general manager, and George W. Clephane, secretary and treasurer. The company is one of the oldest lumber concerns in Greater Cincinnati.

The Cincinnati Sash & Door Company, which has been operating as a partnership since it was organized eighteen years ago, has been incorporated for \$200,000. The incorporators are: W. G. Layer, A. B. Peters, L. F. Ratterman, C. C. Sponsel and W. W. Hartzell. A meeting of the incorporators will be held on March 28 at which time officers will be elected. Work of rebuilding the company's plant which was virtually destroyed by fire several months ago has been completed.

INDIANAPOLIS

J. B. Shick, Laporte, Ind., who was elected county commissioner of Laporte county at the last election and who resigned because he could not devote the necessary time to the county job, has been succeeded by another man. Mr. Shick is president of the Indiana Molding & Frame Company.

Webster & Newman are building a handle factory at Osgood and will have it ready for operation about April 1. They will put in machines to turn out broom handles.

The Murdock Lumber Company at Washington, Ind., recently suffered a loss of about \$25,000 when fire destroyed their planing mill and lumber yard. Robert Murdock of Washington is owner of the mill.

EVANSVILLE

Anton Brucken & Son, long engaged in the hardwood lumber manufacturing business in Evansville, has secured an option on a plat of ground at Henderson, Ky., twelve miles below here, and it is their intention to erect a modern sawmill at that place.

Gus E. Bauman of the Gus E. Bauman Hardwood Company has returned from a southern business trip and reports trade conditions some better than they were a month or two ago.

The hub and rim department of the Rice Hub & Rim Company at English, Ind., a few miles east of Evansville, has been purchased by Alfred T. Turley, a hardware dealer, and James Blackburn, who for several years was the foreman of the hub and rim company. A building fifty by one hundred feet, with two stories, will be built for a factory. The Rice company will enlarge its facilities for basket making, it is announced. The company expects to greatly increase its payroll during the next year.

Charles A. Wolfen, head of the Wolfen West Side Lumber Company, has retired as president of the Evansville Nut Club and is now a member of the board of directors of the organization.

Activities will start in the logging camps along Green and Barren rivers as soon as the flood is over along that valley. There is still a good deal of timber standing in that section, and much of it will be cut during the coming season and rafted to the Evansville mills.

Claude Wertz of the Maley & Wertz Lumber Company has returned from a business trip in the northern part of the state.

Sash and door men in Evansville report that their repair work has been heavy for the past several months, due to the fact that many old homes and other buildings are being remodeled and overhauled.

It is expected that the Rockport Planing Mill Company at Rockport, Ind., will erect a new plant this year to take the place of the mill that was destroyed by fire several months ago.

Plow manufacturers of Evansville report their plants operating with a little more than one-half of the normal force. The outlook for business is better than it was this time last year.

WISCONSIN

The Kiel Woodenware Company of Kiel, Wis., has filed amendments to its corporate articles, increasing the authorized capitalization from \$200,000 to \$400,000. The new issue will be used for the general development of the business and to accommodate the growth since the capitalization was increased from \$100,000 to \$200,000 in April, 1916. The concern was founded in 1892 with \$12,000 capital. Fred Duecker is vice-president and general manager, and Henry G. Mesch, secretary.

The Milwaukee Mill Work and Fixture Company is a new corporation organized at Milwaukee with 300 shares of non-par value common stock and \$10,000 preferred stock, to engage in the general manufacture of millwork, cabinets, fixtures and other woodwork. The incorporators are Henry Wandt, Jr., 1008 Thirty-seventh Street; Lester M. Scheck, and Oliver L. O'Boyle, attorney, 221 Grand Avenue.

The Excel Manufacturing Company, Milwaukee, maker of billiard tables, millwork, cabinets, office furniture and furniture specialties, has plans for a two-story addition to its factory, 3402-3406 South Pierce Street. It will be 40 by 110 feet in size and is to be ready about June 1. Considerable new machinery, motors and other equipment will be needed. Lily S. Neumann is secretary and treasurer of the company.

The Boscobel Realty Company has been incorporated at Boscobel, Wis., with \$10,000 capital as the first step in the rehabilitation of the old Boscobel Table Company, which has been idle for a long time as the result of difficulty in obtaining an adequate working capital. The incorporators are H. O. Holt, Charles A. Blair, H. E. G. Kemp and John T. Ruka, all local men designated as a stockholders' committee on reorganization.

The Matfets Brothers Company of Antigo, Wis., has completed plans

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HARD MAPLE

BIRCH

SOFT MAPLE

BEECH

BASSWOOD

ELM

MILLS AT PELLSTON AND MUNISING, MICHIGAN

for the erection and equipment of a new sawmill estimated to cost about \$50,000. It will be one-story high, 60 by 120 feet in size, and ready by May 15 or June 1.

The Standard Woodwork Company has been organized at West Allis, the manufacturing suburb of Milwaukee, by Norman Pederson, who has been in the woodworking industry for more than twenty years. The new concern will feature the Curtis line of millwork besides making all kinds of interior and exterior trim. A factory has been established at 720 Sixty-fifth Avenue, with new and modern equipment throughout.

The H. & M. Body Corporation of Racine, Wis., which last December booked an order for 10,000 automobile bodies for 1922 delivery from the Hupp Motor Car Company, Detroit, has now received a repeat order of equal size, making 20,000 bodies to be delivered this year. The company also has large orders from the Mitchell Motors Company of Racine and smaller requirements from a number of other large passenger car manufacturers. Full-time operations are now in order and more skilled men are being sought.

The Little Wolf River Lumber Company of Manawa, Wis., will start work at once on the construction and equipment of a new hydro-electric generating plant costing about \$25,000. The mills also will be enlarged as soon as additional power facilities are made available. Ray C. Lindsay is general manager of the company.

Frederick J. Schroeder, president of the John Schroeder Lumber Company, Milwaukee and Ashland, Wis., who is treasurer of the Rotary Club of Milwaukee, was a member of a party of eighty members which went to Duluth, Minn., by special train to attend the fifteenth district annual conference of Rotarians on March 16 and 17. The Milwaukee club was successful in securing the 1923 convention for this city.

The State Land Commission of Wisconsin has issued authority to the Stange Lumber Company of Merrill to build a logging railroad between Merrill and Star Lake, in Vilas county, Wis., where the company has timberlands, largely hemlock and hardwoods, sufficient for about twenty years of woodworking operations. The distance from Merrill is one hundred miles. A permit had to be obtained because the proposed line will cross state lands at some points. The road will extend through a previously undeveloped portion of northern Wisconsin into a densely timbered area that is virtually untouched by the axe.

William Nehls, for six years associated with Arthur L. Voertmann in the Portage (Wis.) Boat, Novelty and Storage Company, has disposed of his interest to William M. Horton, who will take an active part in the management. The concern builds boats, automobile bodies and similar articles.

The Barker Lumber and Fuel Company of Watertown, Wis., has completed important improvements and alterations in its main sawmill at Sturgeon Bay, Wis., and the planing mill is now undergoing betterments. Both mills will resume operations about April 1 for an indefinite run.

C. L. Tolles, for many years president and directing head of the Phoenix Manufacturing Company, Eau Claire, Wis., a large manufacturer of log haulers, tractor and other woodworking and lumbering equipment, and Robert B. Briggs, secretary and treasurer of the same concern, have resigned. J. G. Worker, vice-president and general manager, assumes Mr. Tolles' duties, while H. J. Thompson has been elected secretary and treasurer. Messrs. Tolles and Briggs retain their interests and continue as members of the board of directors. A movement has been under way for some time to effect a consolidation of the Phoenix company with the McDonough Manufacturing Company of Eau Claire, which specializes in the manufacture of saw and planing mill machinery.

The Ohlhoff Lumber Company of Merrill, Wis., has announced its intention of resuming the operation of its sawmill on April 1. It was intended to reopen March 1, but the great blizzard and sleet storm during the last week of February made it necessary to postpone the plan due to the extreme difficulty of continuing logging operations and getting logs from the woods to the mill. This is only a single instance of the handicaps imposed upon the northern hardwood industry by the historic storm.

Emil Schlag, proprietor of the Schlag sawmill in the town of Maine, near Merrill, Wis., was instantly killed by the fragment of a rotary saw which broke without warning when it encountered a two-inch knot in a large hemlock log. Mr. Schlag was born at Fall Creek, Wis., March 19, 1879.

The Hardwood Market

CHICAGO

The Chicago hardwood lumber market has evidenced practically no change during the past fifteen days. The conservatism of the buyers continues, and competition for all business is hard. Those who work the hardest get the most orders, and that is the only way that business can be got. Because of the considerable bargaining that is being done there is often a wide spread on prices paid for the same item. The flooring



veneer drying machinery

PROCTOR &
SCHWARTZ, INC.
PHILADELPHIA

CATALOGUE ON REQUEST

and sash and door people continue to lead in the buying. There has been some little pick up in the piano trade. The curtailment of production in the South because of flood conditions and in the North as a result of the belated spring and the recent severe storm is expected to have a firming influence on the market.

BUFFALO

The hardwood trade is reported to show a slight improvement at some of the yards, while at others conditions are declared to be showing little change from a month ago. It is generally admitted that business is not up to what it often is at this time and buyers are holding back until some improvement is shown in their volume of business. After the freight rate reductions occur much improvement is looked for, with a fairly good trade in the meantime.

The range of prices shows more stability than a year ago and is in most cases on a higher level. It would not take much buying to bring about advances, as no heavy stocks are confronting the market, and in almost all instances the consumers are not carrying large stocks, having bought in a small way for a long time past. It is expected that when they all find a turn for the better in business they will discover that hardwoods are bringing better prices.

BOSTON

A little more inquiry has been noted in several lines of the hardwoods trade here as spring has approached. Demand also is a little improved in some lines. The tone remains decidedly firm for both firsts and seconds. Some interest is being evinced in finish here, with the advent of spring. Business with the hardwood yards and the furniture people shows a slight but continuous improvement. Also the piano people here are slowly but steadily coming into the market. As yet, as for months past, business from the chairmakers has not materially increased, but some inquiry is now noted from them. Export trade remains almost nil. With the railroads there is almost no business. The interest evinced here a little while ago in poplar continues to show itself, so demand therefor shows a little spurt. Also there is a little better call for plain oak. Especially at present is there quite a little improved demand and some interesting inquiry for birch, both red and sap.

BALTIMORE

The conservatism manifested several months ago by members of the hardwood trade in their views as to the future have been borne out by actual developments. The forecasts made at the time were that while some improvement was to be noted, too much should not be expected of the market, and that, in fact, the gains were not such as to constitute a basis for predictions of an early revival of consequence. The last week or so has developed little of an encouraging character. For a time orders were being received with relative freedom, but of late buyers have been by no means plentiful, and there has been noted a disposition on the part of even the large users of hardwoods to hold back and to provide only for the requirements of the immediate future. Inspections of yards are reported to show that these large consumers have allowed stocks to run about as low as possible, with supplies in hand for perhaps only a week's operations. Meanwhile mills continue at work on the expectation that materially wider needs are bound to assert themselves before long. The competition, however, is stated to be quite keen, and in the desire to get business profits are not infrequently being sacrificed or at least lost sight of. Prices of ash especially continue low, both in the domestic market and on the other side of the Atlantic, and there is no incentive for the exporters to make shipments.

COLUMBUS

There is a decided improvement to the hardwood trade in Columbus and central Ohio territory. Business is gradually expanding under the influence of better buying both from retailers and factories. Retailers are the better customers at this time as their stocks are not large and they are trying to replenish broken items. Factories making automobiles, furniture, boxes and implements are also buying better than formerly.

Inquiries received from all sources are more numerous and a larger percentage are developing into orders. Railroads are now showing an inclination to buy and quite a few orders from that source have been booked recently. Box factories are using a considerable amount of low grade stock.

CINCINNATI

Demand for hardwoods is steadily increasing. The week just ended is the third during which there has been a gain in orders over that preceding it. This is only another way of saying that the increase is cumulative. Prospects for a good year were never better, with an enormous amount of big building construction contemplated, and on all sides of the city and suburbs reports of arrangements for houses to be started as soon as the weather permits. The furniture and flooring manufacturers are principal purchasers of hardwoods now, examination of the shipping records showing that they are about evenly divided in their "takings." Panel stocks and veneers are being bought up in fairly large size quantities by the furniture

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Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

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White Oak Timbers

8-16 ft. long—18-30 ft. long
Sound and Square edge

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No. 1 & Btr. 10/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 16/4", reg. widths. & lgths...12 mos. dry

SOFT ELM

No. 2 & Btr. 5/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 8/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 10/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. widths. & lgths...12 mos. dry
No. 3 & Btr. 6/4", reg. widths. & lgths...12 mos. dry

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MELLEN, WISCONSIN

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Annual Output: 50 Million Feet

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HESITATES, YOU MAY GUARANTEE
THE QUALITY OF YOUR HARD-
WOOD LUMBER SUPPLY BY GET-
TING IN TOUCH WITH OUR SALES
DEPARTMENT. OUR OPERATIONS
ARE BACKED UP BY AN EXPERI-
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DON'T WAIT! ACT TODAY!

**QUALITY
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manufacturers. Dry stocks are not as plentiful as they were a few weeks ago. The automobile trade is still dragging, although considerable hand-to-mouth buying is noticed among the manufacturers. Wholesalers are getting in stocks contracted for some time ago, but are not making extensive purchases. Many buyers still hold back with orders, being no doubt influenced by the general conditions and the desirability of husbanding resources. But at the same time there can be no doubt that actual requirements have become more pressing and that the depletion of supplies which has taken place will compel material additions to assortments. Export demand is reported somewhat quiet, although several firms have booked fairly large-sized orders for overseas shipment during the next sixty days.

INDIANAPOLIS

Demand from retail sources is more active than it was a couple of weeks ago. Distributors here say the city and rural yards both are beginning to get into the market as they should for the spring season. The local demand is especially active because of the large amount of proposed building. Oak and gum continue to rule in the demand, flooring grades being especially active. The sash and interior finish factories are working to capacity in preparation for the coming season here. Good weather has helped the retail demand. The industrial demand shows little change. The automobile body factories are working with curtailed production, although some report some nice orders. The furniture factories probably are busier than any other of the industrials, and even with these plants there is much to be desired in the way of business. Prices continue the same, with some tendency toward stronger markets in the grades used for construction purposes.

EVANSVILLE

There has been some improvement in the trade of the hardwood lumber manufacturers of Evansville and surrounding territory during the past two or three weeks, and wholesalers also report a better tone to the market, as both orders and inquiries show some increase over the previous month. There is a feeling that there will be a gradual improvement in trade during the next few months, and that while no boom is looked for the manufacturers feel like they are going to show a nice increase over the business of last spring and summer. There is a steady improvement in general trade conditions and collections are more than holding their own. Logs have not been coming in freely for some time past, but after the present floods are over it is believed that log supplies will be more liberal. Manufacturers report that prices of logs are still a little high. Railroad freight rates are worrying the manufacturers and shippers a great deal, but they are not expecting much relief for some time to come. Lumber prices are holding firm. Walnut has been in very good demand and poplar also is holding up well. Gum has been rather strong for some time past, due to the fact that furniture and chair manufacturers have been buying rather liberally. After the furniture market here during the first week in April it is believed that the furniture men will be in the market for more lumber, especially gum. When business becomes anything like normal again, lumber manufacturers say that there is bound to be a steady advance in prices, especially on certain grades, because of the fact that stocks are rather low in many sections of the country.

MEMPHIS

Widespread curtailment of hardwood production is in prospect for the next sixty to ninety days throughout the valley territory as a result of exceptionally heavy rains and flood conditions in the Mississippi and its tributaries. Logging is already practically at a standstill throughout West Tennessee, West Mississippi, Eastern Arkansas and Northern Louisiana, and many hardwood mills have already been forced to close down because of inability to secure the necessary logs on which to work.

As previously pointed out in these dispatches to **HARDWOOD RECORD**, comparatively little reserve timber was provided for the mills during 1921, for the reason that the condition of the market and the highness of freight rates were such as to discourage rather than encourage logging. As a result, the mills are, generally speaking, very short of logs, and any stoppage of logging must necessarily be quickly reflected in closing down of manufacturing processes. It was foreseen that any unfavorable weather or anything like flood conditions in the valley producing territory would have unusually serious bearing on the output of hardwood lumber and, now that both have materialized, it is conceded that there will be little accomplished until late spring or early summer, even if no further rains make their appearance in the next few weeks.

Precipitation throughout this section during the past several weeks has been abnormally heavy. Two inches of additional rain fell here Saturday night, March 18, and reports from reliable sources indicate that the lowlands are covered with surface water. But, what is even worse from the standpoint of logging and manufacturing operations, flood conditions are noted in all streams in this territory. This means that vast areas are covered with backwaters, that the lowlands are practically impassable, and that logging crews have had to retire.

J. H. Scott, official weather expert at Memphis, predicts a stage of "41

feet or more" at Memphis and "51 feet" at Helena, Ark., by the end of next week. Harry N. Pharr, engineer of the St. Francis levee board, controlling the embankments paralleling the Mississippi from Cape Girardeau, Mo., to the mouth of the St. Francis river, suggests a stage of 43 to 44 feet, while old river men here say that there is enough water in sight now to give a stage of 45 feet at Memphis and correspondingly high stages at other down-river points. Mr. Pharr says that the St. Francis levees are higher and wider than ever before and that they can safely withstand all the waters now in sight. However, these are being patrolled every hour of the day and night.

Revision of the forecaster's figures for Memphis means serious interference with hardwood production at mills here, some of which will be put out of commission by partial flooding, but the majority of which will be affected by inability to bring in logs. There are three woodworking plants along Wolf river which are now experiencing interruption from the high water in that stream, and in a few days the majority of the mills in New South Memphis will be unable to run because they will be cut off, through the flooding of their supply tracks, from their logs. At least one company in New South Memphis began moving its stock of lumber to higher ground Tuesday, March 21, because the levee protecting its yards will not withstand a stage of more than 41 feet. It believes in the higher figures suggested and is unwilling to take chances.

Inquiry among firms in Memphis operating at Helena, Ark., develops the fact that a stage of 51 feet at that point will mean the stoppage of practically every hardwood plant in that city, because it will make it impossible for them to bring in their logs even though they have available supplies in the woods.

More or less interference, too, will be caused at Vicksburg, Miss., by partial flooding of premises and by stoppage of the flow of logs. Mills at Greenville, Miss., are generally protected by levees and bring in the majority of their logs by water, with the result that the effect there will be rather less than elsewhere.

Already consuming interests are beginning to show some uneasiness over the situation, as reflected in increasing inquiries for hardwood lumber. Some firms here report more demand during the past few days than at any time since last fall, and they attribute this to the desire of consumers to secure necessary stocks before there is further interference with hardwood output and further reduction in available supplies. There is still nothing approximating aggressive buying. Building trade interests are absorbing large quantities of Nos. 1 and 2 common oak, and they are likewise buying No. 1 common and better in gum, oak, cypress and poplar. Flooring manufacturers, who are operating their plants at capacity, are the best buyers, and severe inroads are being made on the available supply of oak for these.

Furniture interests are buying some gum and oak, as well as a fair quantity of veneers. They are refusing to anticipate their requirements, and the view quite generally obtains here that, unless something happens to make them change their attitude and their policy, they are going to let manufacturers of hardwood lumber carry their requirements until they are actually ready for them.

Considerable quantities of low grade cottonwood and gum are passing into the hands of box manufacturers, while some low grade oak is being taken by makers of machinery and other equipment requiring heavy crating. Generally speaking, however, low grade oak is moving at unsatisfactory prices for the reason that outlets are so restricted in view of the high freight rates now prevailing.

LOUISVILLE

Demand for hardwoods is improving steadily, orders continuing to come in for smaller quantities than the same buyers generally place, which means higher traveling expenses in getting business, but inquiries and orders are both improving, and the situation is looking better. Demand is largely for No. 1 common and better, low grades not being especially active, and not especially profitable at present quotations; in fact, most low grades representing a loss. Box material has been in better demand, but cooerage interests report very slow tight barrel business, but improved slack barrel demand. Poplar has been very fair in all grades, with gum fair, although low grade gum prices are unsatisfactory. Low grade oak has been slow, but top grades have been moving more freely to the furniture trade. There has been a slightly better demand for ash, including thick stocks. Mahogany and walnut have been moving well enough, and as usual there is some hickory demand. Veneers have been playing an in and out game, prices being fairly steady, but demand coming in fits and starts.

NEW ORLEANS

With prices getting into a firmer position and inquiries increasing to a noteworthy extent, the hardwood market for the extreme southern and southwestern territory has been showing perceptible improvement during the past fortnight over the conditions prevailing a month or more ago.

Two or three weeks ago prices had begun to show a sharp downward tendency in some quarters, but this tendency seems now to be pretty well checked and no further substantial reductions are anticipated, at least in the near future. Especially are prices firm with respect to the lower grades and such reductions as have been made within comparatively recent date have been almost invariably on certain of the favorite woods and

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Wisconsin Hardwood Lumber
RHINELANDER, WISCONSIN

BASSWOOD		SELECTED RED BIRCH	
1x6" & Wdr. FAS, all 10-12'...	35,000'	8/4" Selected Red.....	8,000'
1x6" & Wdr. FAS, all lengths...	50,000'	6/4" Selected Red.....	5,000'
1" No. 2 & Btr., all lengths...	75,000'	HARD MAPLE	
1" No. 1 Common, all lengths...	40,000'	1" FAS.....	25,000'
1" No. 1 Common, 10-12'.....	25,000'	1" No. 1 Common.....	60,000'
1" Select No. 2, 10-12'.....	30,000'	1" No. 2 Common.....	35,000'
5/4" No. 1 & Btr., all lengths...	35,000'	5/4" FAS.....	20,000'
1x11" & Wdr. FAS, 10-12'....	1 car	7/4" No. 1 C & B, 75% FAS...	16,000'
BIRCH		8/4" No. 1 Com. & Btr.....	40,000'
1" No. 1 Com. & Btr.....	90,000'	MAPLE HEARTS	
1" No. 1 Common.....	50,000'	4x4", 4x6", 6x6", 6x8", etc.	
1x4" No. 1 Common Strips.....	17,600'	ROCK ELM	
6/4" No. 1 Com. & Btr.....	95,000'	1" 1 1/4" & 1 1/2" Log Run....	78,000'
6/4" FAS.....	18,000'	2" Log Run.....	25,000'
8/4" FAS.....	15,000'	2" No. 1 Com. & Btr.....	30,000'
8/4" No. 1 Com. & Btr.....	18,000'		
4/4", 5/4" and 6/4" No. 2 Common...			

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High Grade, Soft Texture
West Va. and Southern
Hardwoods

MIXED CARS OF ANY KIND, GRADE OR
THICKNESS FROM OUR

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A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and to offer kiln drying service of proven efficiency for handling either green or dry lumber. This service is based on the same conservative care which has always characterized our every department from the log to the finished product.

We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

Try Stimson at Owensboro
the next time

J. V. Stimson & Co.
OWENSBORO, KENTUCKY

Plain and Qtd. Red and White

Even **OAK** Soft
Color AND OTHER Texture
Hardwoods

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

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Mowbray & Robinson Co.

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CINCINNATI, OHIO

STRABLE
Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"

The sign to follow
for Maple Flooring

Maple, Birch, Basswood, Elm, Beech

grades, thus indicating that the lower and cheaper grades are to "have their day" too.

There have been some substantial inquiries and demand from the automobile manufacturers, though it must be admitted that this business also is running far behind what the hardwood people here and hereabouts had very good reason to expect it would be by this time. The bulk of the remainder of the sales at the present time (that is, sales within the United States) seems to be with the millwork people and interior trim and furniture manufacturers.

The export business, though not really good as yet, does nevertheless continue to remain "fair," according to the consensus of opinion of representative hardwood exporters of this section; that is to say, "fair" in a comparative sense. Spain is taking some hardwoods and not inconsiderable quantities continue to move to France, the United Kingdom and even some of the best qualities as far away as Egypt.

BEAUMONT

For the first time in several weeks there is an indication of improvement of the hardwood situation in this district. The volume of sale has shown a slight increase, but not enough to affect either prices or production. There may be a strengthening here and there, but it is only slight and not particularly general.

Automobiles are taking more material while there is a slight increase in the demand from furniture factories. The resumption of building, particularly in this immediate section, is calling for some more material, particularly of the higher grades.

The most satisfactory feature of the situation is that all lines of industry seem inclined to take a little more material. Railroads are confining their demands particularly to car oak.

Due to some losses in the past by holding stocks too long, manufacturers are not inclined to increase their production until there is a marked demand. In fact, they refuse to do so.

MILWAUKEE

A recurrence about the middle of March of extreme winter weather conditions in many sections of the northern hardwood belt, which was buried under huge drifts or choked by a sheet of ice during the last week in February, imposed a further handicap upon the progress of logging operations at a time when these were being successfully brought out from the previous condition. In some parts of northern Wisconsin woods, work was interrupted for ten days to two and a half weeks, and in many cases shipments of logs from woods to mills were stopped. This had a sharply adverse effect upon production of active mills, while it forced inactive mills to defer for a time the resumption of operations.

Since the South has been encountering equally great obstacles by reason of flood conditions, wholesalers and jobbers of hardwoods in Milwaukee and vicinity have experienced much difficulty in getting prompt deliveries of both northern and southern stocks. At the same time, the improvement recently noticed in the demand keeps on increasing and the situation of the supply in relation to demand has a strengthening tendency upon prices.

The demand covers a wide range of sources and while no single one is calling for large lots, nevertheless the aggregate is very satisfactory. As the new construction season advances and requirements of flooring, interior woodwork and similar articles are being anticipated, this source is gradually taking rank as probably the most active in the demand. The furniture industry is again doing some fair buying, although musical instrument manufacturers are still not calling for any considerable amount. Improvement is noted in the automobile industry and manufacturers of farm operating equipment likewise are experiencing a revival of business which is being reflected into hardwood trade.

The greater part of the demand is for the better grades, and anything else is either not wanted or taken only at concessions. This has the effect of piling up low-grade stocks at mills and a slow movement in other positions, and acts as a deterrent upon production schedules. The present situation, however, is regarded as being more favorable and of more promise than at any time since January 1.

TORONTO

Continued improvement marks the Canadian hardwood market. A bigger volume of business is being done at the present time than at any period during the past twelve months, although conditions are not yet back to normal. Ontario dealers report considerable competition with Michigan and Wisconsin, and also with southern woods. There is some dump of lumber which is in weak hands and this is having a somewhat unsettling effect. Most of the buying is being done by the manufacturers of automobile bodies and the furniture manufacturing trade is placing some orders. Fairly rapid reduction of stocks in producers' and wholesalers' hands is reported. The construction industry is beginning to show considerable activity and big building programs are under way in Toronto and other large centers. This is having its effect in increasing the demand for lumber. Conservative opinion in the wholesale trade is that increased prices need not be looked for during the present year, but that a broader market will eventually bring about more equitable prices.

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

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with 15 years' experience selling Hardwoods and Oak Flooring wants good connection. Married and can give best of references as to ability. Address Box 859, care Hardwood Record.

EMPLOYES WANTED

WANTED

SUPERINTENDENT at once for Hardwood Wood Working Plant. Must be able to handle men and furnish reference. Address Box 864, care Hardwood Record.

MEN

We need two more men to demonstrate and deliver light weight Portable Log Skidders. Must have selling ability, must be thoroughly practical and must be experienced in logging under all kinds of conditions. Address Tom Huston Manufacturing Co., Columbus, Ga.

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Veneer cutter experienced in cutting fancy woods and operating Capital slicer and rotary. Splendid opportunity for right man. Correspondence confidential. Give experience and reference. Address Box 862, care Hardwood Record.

LUMBER WANTED

WANTED

3 to 5 cars 4/4 winter cut Basswood, selected White color, each face must show not less than 85% White. Good No. 2 Common. Can also use some No. 1 Common. Quote spot cash price. American Lumber & Mfg. Co., Recvrs., Pittsburgh, Pa.

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This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$6.00. For those who send in their order now, accompanied by check, we will make a special price of \$5.00.

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Two (2) cars 16/4 FAS. Cottonwood. Derry Lumber Co., Inc., Detroit, Mich.

FOR SALE

Car 3" Log Run Soft Maple, dry, \$37.50. Also other lumber. Established 1904. Chas. A. Courtney, Memphis, Tenn.

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Five cars 4/4 No. 2 Common Rock Elm on the bargain counter. Atwood Lumber Company, Grand Rapids, Mich.

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Shawano County Maple, 5/4 & 8/4 No. 2 Com. Btr., 10/4, 12/4 & 16/4 No. 1 Com. & Btr. GROSSKOPF-McDONALD LBR. CO., Shawano, Wis.

FOR SALE

Poplar Bevel Siding
Poplar Lattice Baled Shavings
GAMBLE BROTHERS, INC.,
Highland Park, Ky.

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We have a nice block of 4/4 No. 2 and better, full product of the log, dry and bright stock basswood, cut in cold weather. Can separate and ship in such grades as are required. If you are interested, address A. F. H., care Hardwood Record.

FOR SALE

Square Edge and Sound White Oak, Red Oak and Gum Timbers, any size and length up to 40'. Also all kinds railroad car material, switch ties, etc., and other Southern Hardwoods. Write for F. O. B. or delivered prices. Address GRANT TIMBER & MFG. CO., Selma, La.

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Springfield, Oregon.

Specialize in the following:

Clear Short Cuttings of Fir,
Spruce, Cedar, Oak, Ash, Maple
and Cottonwood.

Correspondence solicited.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.

KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

LUMBER FOR SALE

LUMBER FOR SALE

1 car 4/4" No. 2 Com. & Btr. Birdseye Maple.
1 car 6/4" No. 2 Com. Birch.
1 car 4/4" C. & Btr. Straight grain Sap Maple.
10 cars 4/4" No. 1 Com. Sap Birch.
10 cars 4/4" No. 2 Com. Birch.

Can ship in straight or mixed cars Bone dry Northern Michigan stock, 40% 14 & 16' length, regular width. KREETAN COMPANY, INC., North Tonawanda, N. Y.

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FOR SALE

1 car each 2x2-30 and 34" Black Walnut Squares. GEO. W. HARTZELL, Piqua, O.

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TRACT OF 200 ACRES OF VIRGIN

Oak and chestnut timber, underlaid with two seams of coal, royalty from three producing gas wells, accessible to three railroads. Address Post Office Box 817, Butler, Pa.

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A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties.

Price Postpaid, \$5.00.

TIMBER

A real bargain in about 60,000,000 feet of good timber near the Soo, about 40% Red Birch, 30% Maple, balance Hemlock, Pine, Spruce and Cedar. Fair logging and excellent shipping facilities. W. H. Ranson, Sault Ste. Marie, Mich.

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Several choice tracts hardwood timberlands, large and small. Now is the opportune time to buy while they are cheap. Brant Seaman, Monroe, La.

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Eleven thousand acres very fine Hardwood in southwestern Arkansas running heavily to forked leaf white oak and hickory. A quality proposition. S. S. Ford, Arkansas City, Ark.

FOR SALE

16,000 acres timber lands, together with clear-cut mills and logging equipment, located about fifty miles south of Nashville, Tenn. Largely Oak, some Poplar, Chestnut and Hickory. Fine Cross Tie Proposition. Address Box 856, care Hardwood Record.

LOGS WANTED**WE ARE BUYING**

Cherry and Walnut logs and lumber.
CHERRY LUMBER COMPANY, St. Bernard
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MACHINERY WANTED**WANTED**

Taylor traveling bed hardwood flooring end
matcher in good used condition, capable of
handling at least 10,000 or 12,000 feet per day.
Advise how long used, present condition, and
whether complete with benches and conveyors.
Address Box 861, care Hardwood Record.

MACHINERY FOR SALE**FOR SALE**

One second-hand No. 421 Six-Drum Roll
Feed Sander in A-1 shape. A bargain for some
one, as we wish to move it quickly. P. B.
Yates Machine Company, Beloit, Wisconsin.

FOR SALE

One right-hand brand new modern 16-foot
Veneer Saw with automatic set works and posi-
tive offset. Fixed for direct motor drive. The
last word for veneer and thin lumber sawing.
For particulars address Box 824, care Hard-
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WE WANT TO SELL OR EXCHANGE

For lumber suitable for sash and door fac-
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equipment furnished upon application. Caron-
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The Tom Huston Portable Ground Skidder.
Price only \$690.00. Quickly moved from place
to place under its own power. Made of steel.
Light, powerful, and guaranteed to handle logs
of any size. Put it on your job and pay for
it after you see it do the work. For more in-
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OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

Send for New Catalog

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1440 No. Pitcher Street

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1 flat car 50 ft. long, 100,000 cap.; has stake
pockets, steel truck and body bolsters, full
ARA—overhauled. A. V. KONSBERG, 40 N.
Dearborn St., Chicago.

FOR SALE

Immediate shipment, about 200 tons 35-pound
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per ton f. o. b. Earle, Ark. The Crittenden
Lumber Co., Earle, Ark.

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1—10 Ton Holt Tractor with four Martin Trail-
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1—11 Ton Saddle Tank Standard Gauge Engine,
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8—Log Cars, in good shape, \$100.00 each.

1/2 mile 20 lb. steel, \$20.00 per ton.

3 1/2 miles 30 and 35 lb. steel, \$20.00 per ton.
All prices F. O. B. Cars Lemonville, Texas,
on KCS.

Also 1—8" Double Valve Gun Feed, price
\$400.00.

1—11x15 H. S. & G. Engine in good shape,
price \$400.00.

Prices F. O. B. Cars Choudrant, La.

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Band mill Eastern South Carolina or North-
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Fully equipped and excellent location.
BEDARD & MORENCY MILL CO., Oak Park,
Ill.

FOR SALE—VENEER MILL

In fine northern hardwood section, two lathes,
automatic dryer, excellent power plant and
sawmill in connection. Address Box 834, care
HARDWOOD RECORD.

LOCOMOTIVES for SALE**LOCOMOTIVES**

FOR ALL CLASSES OF SERVICE.

ROD AND GEARED;

5 TO 100 TONS IN WEIGHT.

60,000#, 80,000# and 100,000# Capacity

CAR TRUCKS, OTHER LOGGING AND

RAILWAY EQUIPMENT

REBUILT IN OUR SHOPS; FIRST CLASS

CONDITION.

IMMEDIATE SHIPMENT FROM STOCK.

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ATLANTA, GEORGIA.

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TALLY SHEETS WITH WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other
Supplies Will Be Sent on Request

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box factories and veneering factories,
seeking new locations or stumpage
will do well to investigate the hard-
wood timber districts of Minnesota,
Wisconsin, and Upper Michigan tribu-
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Railways. State your wants and we
will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

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Manufacturers & Importers

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2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

FOREIGN DEPARTMENT**J. F. Mueller & Son Co.**

Estab. 1795 HAMBURG 27 Incorp. 1916

Cable Address: Holzmuller, Hamburg

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"For the love of Mike, discontinue my
classified ad. I've so many replies I can't
answer them all."

This party advertised timber for sale
but we have letters from many others testi-
fying to the efficiency of our

Classified Department

Don't let your odd stock accumulate.
We can sell it for you. If you want to buy
some special stock we can locate the man-
ufacturer.

Send us your list of requirements for pub-
lication in the April 10th issue. It will
pay you.

HARDWOOD RECORD

537 S. Dearborn St. Chicago, Ill.

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C., 4/4, 5/4, 6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/4, 8/4", white. GRISMORE-HYMAN CO., Memphis, Tenn.

LOG RUN, white 20% FAS, 60% NO. 1 C. & SEL., 50% NO. 2 C., 4/4", tough textured, good wdths. & lgths., dry. LOG RUN, white, 40% FAS, 50% NO. 1 C. & SEL., 10% NO. 2 C., 10/4, 12/4", good wdths. & lgths., tough textured, dry. LOG RUN, white, 20% FAS, 50% NO. 1 C. & SEL., 30% NO. 2 C., 5/4", tough textured, dry. LOG RUN, white, 35% FAS, 50% NO. 1 C. & SEL., 15% NO. 2 C., 8/4", good wdths. & lgths., tough textured, dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

ALL GRADES, 5/8", 16/4" MALEY & WERTZ LUMBER CO., Evansville, Ind.

LOG RUN, 4/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 1-12 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

FAS, 4/4"; NO. 1 C. & BTR., 8/4, 10/4, 12/4"; NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4-8/4", reg. wdths. & lgths., 4-8 mos. dry. NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 4-8 mos. dry. NO. 1 C., 4/4-12/4", reg. wdths. & lgths., 4-8 mos. dry. NO. 2 C., 4/4-8/4", reg. wdths. & lgths., 4-8 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-16/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. northern stock, tough texture; NO. 1 & 2, white, 4/4, 14" & wider, std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/4, 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., yr. dry, full log run; NO. 1 C. & BTR., 5/4", reg. wdths. & lgths., yr. dry, end dried white. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4", reg. wdths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

NO. 2 C. & BTR., 4/4-5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS & SEL., 4/4", 6" & up, reg. lgths., 10 mos. dry, 75% FAS; NO. 2 C., 4/4", reg. wdths. & lgths., 10 mos. dry, 40-50% FAS. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., 5/4", 6/4", wide, long, dry, high grade; NO. 1 & SEL., 5/4", wide, long, dry, high grade; NO. 2, 5/4", wide, long, dry, high grade; NO. 1 & BTR., 60% FAS, 8/4", wide, long, dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

BEECH

NO. 2 C. & BTR., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., full log run, 2-9 mos. dry; NO. 2 C., 4/4, 6/4", reg. wdths. & lgths., 9 mos. dry; NO. 3 C., 4/4, 5/4", reg. wdths. & lgths., 2-9 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 25% FAS, 50% NO. 1 C. & SEL., 25% NO. 2 C., 4/4", NO. 2 C. & BTR., 30% FAS, 50% NO. 1 C. & SEL., 20% NO. 2 C., 8/4", LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 2 & BTR., 5/4, 6/4, 8/4", wide, long, dry, high grade. STRABLE LBR. & SALT CO., Saginaw, Mich.

LOG RUN, 5/8", reg. wdths. & lgths., 1-6 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SEL. & BTR., 5/4, 6/4, 8/4". CHAS. W. FINN LBR. CO., Elcho, Wis.

NO. 1 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4", JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & SEL., 4/4"; NO. 2 C., 4/4-5/4"; NO. 3 C., 4/4-5/4"; NO. 1 & 2 C., 6/4"; NO. 1 C.

& BTR., 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths., yr. dry; NO. 1 C. & BTR., 8/4-10/4", reg. wdths. & lgths., 10 mos. dry. 60-70% FAS. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 & 2, 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

SD. WORMY & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

FAS, 4/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry. BREECE MFG. CO., Arkansas City, Ark.

FAS, 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4". NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", including box boards. LOUISIANA RED CYPRESS, Memphis, Tenn.

CYPRESS

NO. 2 C., 4/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry. CULL & PECK, 4/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry. BREECE MFG. CO., Arkansas City, Ark.

SEL. & BTR., 4/4"; NO. 1 SHOP, 4/4". KING MILL & LBR. CO., Paducah, Ky.

SEL. & BTR., 4/4, 5/4, 8/4"; SHOP, 4/4-5/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

SHOP & BTR., 5/4"; NO. 1 C., 5/4"; NO. 1 SHOP, 4/4". THOMPSON & DEFENELON CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 8/4"; NO. 1 C. & BTR., 10/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 6/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry. BREECE MFG. CO., Arkansas City, Ark.

LOG RUN & NO. 1 & 2 C., all 4/4, 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., gray, 50% & btr. FAS, 8/4, 10/4, 12/4, 16/4", reg. wdths. & lgths., 3-8 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 6/4"; NO. 1 C., 8/4"; NO. 2 & 3 C., 6/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., 10/4", good wdths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

NO. 1 C. & BTR., 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

FAS, 4/4"; NO. 1 & NO. 2 C., 4/4"; NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

LOG RUN, 4/4-12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 50 to 60% FAS, 4/4-8/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

ELM—ROCK

NO. 1 C. & BTR., 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry. BREECE MFG. CO., Arkansas City, Ark.

NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

FAS, 5/8, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4", good wdths. & lgths., dry; FAS, 8/4", good wdths. & lgths., dry; FAS, SND, 8/4", good wdths. & lgths., dry; NO. 1 C. & SEL., SND, 8/4", good wdths. & lgths., dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

FAS, 6/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 C. & BTR., SND, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

DOG BDS., pl., 5/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry; NO. 2 C. & BTR., pl., 6/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry. BREECE MFG. CO., Arkansas City, Ark.

BOX BDS., NO. 1 & 2 C., 4/4, reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd., 6/4-8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 8/4"; NO. 1 C. & BTR., qtd., 6/4". GRISMORE-HYMAN CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., 60% 14 & 16", band sawn, 6 mos. dry; NO. 2 C. & BTR., qtd., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", band sawn, 6 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, qtd., 4/4, 8/4, 10/4, 12/4"; NO. 1 C., qtd., 4/4, 8/4, 10/4, 12/4". RUSH LBR. CO., Memphis, Tenn.

LOG RUN, 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C., 6/4". THOMPSON & DEFENELON CO., Memphis, Tenn.

FAS, 3/4, 4/4, 5/4"; FAS, BX. BDS., 4/4"; NO. 2 C., 4/4"; NO. 2 & 3 C., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4", 5/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

FAS, tupelo, 4/4"; NO. 1 C., tupelo, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 & BTR., black, 4/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

HICKORY

LOG RUN, pecan, 6/4-8/4". BELLGRADE LBR. CO., Memphis, Tenn.

MILL RUN, pecan, 8/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry. BREECE MFG. CO., Arkansas City, Ark.

NO. 2 & BTR., 6/4, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 8/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 6/4, 7/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 60-80% FAS, 8/4, 10/4, 12/4", 6" & up, reg. lgths., 3 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 & BTR., 10/4, 12/4", good wdths. & lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

NO. 3 C., 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4"; HIGH GRADE, qtd., 4/4, 5/4, 6/4, 8/4"; END PILED, white, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 & 2 C., 4/4, 6/4"; NO. 1 C. & BTR., 8/4"; NO. 2 C., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

SEL. & BTR., 4/4", 6" & up, reg. lgth., 10 mos. dry, 75% FAS; NO. 1 C. & BTR., 45-55% FAS, 5/4, 8/4, 10/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 6/4, 12/4". GEO. EHE-MANN & CO., Memphis, Tenn.
COM. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.
SEL. & BTR., 4/4", 6" & wider, reg. lgths., 10 mos. dry, 70-80% FAS; NO. 1 & 2 C. 4/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.
LOG RUN, 15% NO. 2 C. & BTR., 8/4". THOMPSON & DEFENELON CO., Memphis, Tenn.
NO. 2 C. & BTR., 4/4. WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

NO. 1 & 2 C., 4/4-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
NO. 1 C., 4/4, 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 1 C. & SEL., 4/4", good wdths. & lgths., dry; NO. 1 C. & SEL., 5/4", good wdths. & lgths., dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.
ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
NO. 2 & BTR., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
FAS, 4/4". THOMPSON & DEFENELON CO., Memphis, Tenn.
FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 1 C. & BTR., 4/4-16/4", 5/8-4/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.
NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
FAS, 4/4, 5/4"; NO. 1 C., 3/4, 5/4, 6/4"; NO. 2 C., 3/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
FAS, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 C. & NO. 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 5/8, 6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
NO. 1 C. & SEL., 8/4", good wdths. & lgths., dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.
ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
NO. 2 C. & BTR., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", band sawn, 6 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.
FAS, 4/4, 6/4"; NO. 1 C., 4/4"; SD. WORMY, 4/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.
NO. 1 C., 6/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 5/8-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
NO. 2 & BTR., 4/4, 5/4", reg. wdths. & lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.
NO. 1 C. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.
NO. 1 C. & SEL., 4/4, 5/4, 6/4", good wdths. & lgths., dry; FAS, 5/4", good wdths. & lgths., dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.
ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
NO. 2 & BTR., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
NO. 1 C., 8/4"; NO. 2 C., 5/8, 4/4, 5/4"; COM. & BTR., strips, 4/4", 1 1/2-2 1/2". PANOLA LBR. & MFG. CO., Memphis, Tenn.
FLITCHES, 3-6" & up, reg. lgths., green. SWAIN-ROACH LBR. CO., Seymour, Ind.
FAS, 4/4, 6/4, 8/4"; NO. 1 C., 5/8, 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry; FAS, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, 4/4, 8/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry; NO. 3 C., 4/4", 8/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry; NO. 2 C., 8/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry; TRAM PLANK, 8/4", ran. wdths., 50-60% 14 & 16", 10 mos. dry. BREECE MFG. CO., Arkansas City, Ark.
NO. 2 & BTR., mixed, 4/4", reg. wdths. & lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.
NO. 1 C., 4/4. KING MILL & LUMBER CO., Paducah, Ky.

POPLAR

NO. 2 A. & B. COM., approx. 50% ea. grade, 4/4", good wdths. & lgths., dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.
NO. 2 & BTR., pl., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry, band sawn; NO. 1 C. & BTR., qtd., 4/4, 6/4, 8/4", good wdths., 60% 14 & 16", 6 mos. dry. L. D. MURRELLE LBR. CO., Memphis, Tenn.
NO. 2 C., 4/4". RUSH LBR. CO., Memphis, Tenn.
SAPS & SELS., 4/4": NO. 2 B. COM., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.
FAS, SAP, 5/8, 4/4", reg. wdths. & lgths., dry; NO. 1 C., 5/8, 4/4, 5/4, 8/4"; NO. 2 A. & B. C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 5/4, reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
NO. 2 & BTR., 4/4, 10/4", good wdths. & lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.
NO. 2 C. & BTR., 30% FAS, 50% NO. 1 C. & SEL., 20% NO. 2 C., 4/4"; NO. 2 C. & BTR., 35% FAS, 45% NO. 1 C. & SEL., 20% NO. 2 C., 8/4", good wdths. & lgths., dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

WALNUT

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", good wdths., steamed. EISAMAN-RICHER LBR. CO., Peru, Ind.
ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
LOG RUN, 4/4", reg. wdths. & lgths., 2-4 mos. dry, steamed. SWAIN-ROACH LBR. CO., Seymour, Ind.
FAS, 1/2, 4/4, 5/4, 6/4, 8/4"; SELS., 4/4, 5/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 5/8, 4/4, 5/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS DIMENSION STOCK

BIRCH

1x1-36, 1x1-48", 1x1-22 to 36". CHAS. W. FISH LBR. CO., Elcho, Wis.

GUM

CLEAR RED, 2 1/2 x 2 1/2 - 30"; CLEAR SAP, 2x2-19 and 30", 2 1/2 x 2 1/2 - 30". C. B. COLBORN, Memphis, Tenn.

MAPLE

1x1-36, 1x1-48, 1x1-22 to 36". CHAS. W. FISH LBR. CO., Elcho, Wis.

OAK

WHITE & RED, CLEAR, 1 1/2 x 1 1/2 - 19, 2x2-19 & 30"; AUTO BOW STRIPS, 1 1/2 x 1 1/2, 1x1 1/2 - 6, 7, 8". C. B. COLBORN, Memphis, Tenn.

LATH

HARDWOOD, 4", 30". CHAS. W. FISH LBR. CO., Elcho, Wis.

VENEER—FACE

ASH

LOG RUN, brown, 1/20, 1/16, 1/8, 6-36", 48-96". UNDERWOOD VENEER CO., Wausau, Wis.

BASSWOOD

LOG RUN, 1/20", 6-36", 50-96". CHICAGO MILL & LBR. CO., Chicago, Ill.
LOG RUN, 1/16, 1/8, 6-36", 48-96". UNDERWOOD VENEER CO., Wausau, Wis.
ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.
LOG RUN, 1/20", 1/16", 1/8", 6-36", 48-96". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.
ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

LOG RUN, 1/16", 1/8", 6-36", 48-96". UNDERWOOD VENEER CO., Wausau, Wis.
SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.
ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.
SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.
ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.
FLITCH STOCK, sliced qtd., figured, 6-13" long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16" long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.
ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.
EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.
EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.
SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.
LOG RUN, white, 1/16, 1/8, 6-36, 48-86. UNDERWOOD VENEER CO., Wausau, Wis.
SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.
ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.
SHEET STOCK, plain white, 1/20 and 1/16, 8/30" wide, 4-10" long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches, 28 E. Jackson, Chicago, Ill.; 41st &

LOUISVILLE—The Hardwood Gateway of the South

W. P. Brown & Sons Lumber Company

INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLPORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR, ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

Norman Lumber Co.

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE wish to announce that we have acquired yard at 6th and A Streets, Louisville, Ky., formerly operated by the Edward L. Davis Lumber Co. together with all stock now on hand.

We will have facilities for taking care of Two Million Feet of Hardwoods, dressing, kiln-drying and resawing stock. We will do a general re-handling and assorting business, specializing on straight and mixed cars of Ash, Chestnut, Oak, Poplar and other hardwoods.

R. R. May Hardwood Co.

SIXTH AND A STREETS

6th Ave., New York, N. Y.; High Point, N. C.;
Jamestown, N. Y.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80";
1/16", yellow, 6-36", 38-98". CHICAGO MILL
& LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75%
86 & over long. VENEER MFRS. CO., 1036
W. 37th. St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG
RUN, 1/16", 6-36", 74-86"; SHEET STOCK,
1/20", 6-36", 50-92". CHICAGO MILL & LBR.
CO., Chicago, Ill.

SHEET STOCK, rotary cut, 48-98" long x
6-36" wide, 1/28-1/8" thicknesses or to dimen-
sion; FLITCH STOCK, sawed & sliced, 1/16-
1/8" thicknesses. LOUISVILLE VENEER
MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36,
56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98.
VENEER MFRS. CO., 1036 W. 37th St., Chi-
cago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96"
long; ROTARY CUT, 1/16", 6-48" wide, 55-96"
long; ROTARY CUT, 1/8", 6-36" wide, 66-96"
long; ROTARY CUT, 3/16", 1/4" 6-36" wide,
36-96" long. GEO. L. WAETJEN & CO., Mil-
waukee, Wis.

EVERYTHING in poplar veneers, dimension
& sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16,
nothing thicker than 1/8. WILLIAMSON VE-
NEER CO., Mills, Baltimore, Md. Sales
Branches: 28 E. Jackson, Chicago, Ill.; 41st
& 6th Ave., New York, N. Y.; High Point, N. C.;
Jamestown, N. Y.

WALNUT

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne,
Ind.

FLITCH STOCK, sliced half round, full
rotary, std., 1/28" thicknesses. LOUISVILLE
VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8
and 3/16. VENEER, LUMBER & PLYWOOD
CO., 401 N. Hoyne Ave., Chicago, Ill.

EVERYTHING in walnut veneers. Butts,
sliced, half round, rotary cut. WILLIAMSON
VENEER CO., Mills, Baltimore, Md. Sales
Branches: 28 E. Jackson Blvd., Chicago; 41st
& 6th Ave., New York, N. Y.; High Point,
N. C.; Jamestown, N. Y.

CROSS BANDING AND BACKING

BIRCH

CROSS BANDING, 1/28, 1/24, 1/20, cut to
size. UNDERWOOD VENEER CO., Wausau,
Wis.

GUM

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, 144x28 & 42. R. C. CLARK
VENEER CO., 1650 Besley Court, Chicago,
Ill.

ALL WOODS, "A" 13/16, 144x28&42.
VENEER, LUMBER & PLYWOOD CO., 401
N. Hoyne Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4",
G2S, stock sizes. E. V. KNIGHT PLYWOOD
SALES CO., New Albany, Ind.

THREE PLY, brown, G1S, qtd. 24", 72" &
G2S, 1/4, 24", 72". UNDERWOOD VENEER
CO., Wausau, Wis.

BIRCH

THREE & FIVE PLY, pl. & curly. R. C.
CLARK VENEER CO., 1650 Besley Court,
Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY,
1/4", G2S, stock sizes. E. V. KNIGHT PLY-
WOOD SALES CO., New Albany, Ind.

THREE PLY, G1S, 1/4", 24", 72" & 30", 72";
G2S, 5/16, 24-72, & 5/16, 30-72". UNDER-
WOOD VENEER CO., Wausau, Wis.

FIR

DRAWER BOTTOMS, BACKING, G1&2S,
THREE PLY, 1/4", 3/8" & 3/7"—also three ply
door panels. R. C. CLARK VENEER CO.,
1650 Besley Court, Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes.
E. V. KNIGHT PLYWOOD SALES CO., New
Albany, Ind.

GUM

THREE PLY, pl. & fig. 1/4", 3/8". R. C.
CLARK VENEER CO., 1650 Besley Court, Chi-
cago, Ill.

THREE PLY, 5/16", G1S, stock sizes;
THREE PLY, qtd. red, 1/4", G1S, stock sizes.
E. V. KNIGHT PLYWOOD SALES CO., New
Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.
"A" GRADE, figured, all thicknesses.
VENEER, LUMBER & PLYWOOD CO., 401
N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes.
VENEER, LUMBER & PLYWOOD CO., 401 N.
Hoyne Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to
specifications, or stock sizes. LOUISVILLE
VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, pl. white, 1/4", G1S, G2S, stock
sizes; FIVE PLY, pl. white, 3/8", G2S, stock
sizes; THREE PLY, qtd. white, 1/4", G1S, G2S,
stock sizes. E. V. KNIGHT PLYWOOD SALES
CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

WALNUT

"A" GRADE, all sizes & thicknesses.
VENEER, LUMBER & PLYWOOD CO., 401
N. Hoyne Ave., Chicago, Ill.

YELLOW PINE

THREE PLY, 1/4", G1S, G2S, stock sizes.
E. V. KNIGHT PLYWOOD SALES CO., New
Albany, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(See pages 8-67)

Anderson-Tully Co.

Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

**OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak**

These are a few of the many species of oak in commercial use

(*See page 11)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

W. M. Ritter Lumber Company

Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

(*See page 64)

W. P. Brown & Sons Lumber Co.

9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

We have for fall shipment large stock of 10/4 and
12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4
in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY

Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY

BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page —)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 41)

Veneers and Hardwood Lumber

Hoffman Brothers Company

Manufacturer **Ft. Wayne, Ind.**

J. M. Jones Lumber Company

Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber

C. & W. Kramer Company

Richmond, Indiana

(*See page —)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 46)

Long-Knight Lumber Co.

Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company

Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills

R. MANKIN & COMPANY

HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—

Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 11)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, **Memphis TENNESSEE**

(*See page 68)

Miller Lumber Company

Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 58)

Manufacturers of Hardwood Lumber and Flooring

The Mowbray & Robinson Company
Cincinnati, Ohio

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 10)

Pritchard-Wheeler Lumber Co.

Manufacturers Band Sawed Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company

Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties

Quarter-sawn White Oak, Plain Red and White Oak

**C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,**
Manufacturers, Huntington, W. Va.

(*See page 65)

Salt Lick Lumber Company

Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company

TEXARKANA, TEXAS

Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page 12)

We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 2" Com. & Btr. Plain Oak.

SWAIN-ROACH LUMBER CO.
Manufacturer **Seymour, INDIANA**

A. B. C—

15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page —)

Fine Veneers and Hardwood Lumber

Wood-Mosaic Company, Inc.

Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company

Coal Grove, Ohio
Manufacturer

We Offer For Prompt Shipment

BASSWOOD
No. 2 C. & Btr. 4/4, 8/4, reg.
widths and lengths, full log
run 12 mos. dry
No. 1 C. & Btr. 5/4, regular
widths & lengths, end-dried
white 12 mos. dry

BEECH
No. 2 C. & Btr. 5/8, 4/4, 5/4,
6/4, reg. widths and lengths,
full log run 2 to 9 mos. dry
No. 3 C. 4/4, 5/4, reg. widths
and lengths 2 to 9 mos. dry

No. 2 C. 4/4, 6/4, reg. widths
and lengths 9 mos. dry

SOFT GRAY ELM

No. 1 C. & Btr. 8/4, 10/4,
12/4, 16/4, reg. widths and
lengths, 50% and Better
FAS 3 to 8 mos. dry

MAPLE

No. 1 C. & Btr. 8/4, 10/4,
12/4, 6" & up, reg. lengths,
50% to 80% FAS... 3 mos. dry

WRITE US FOR PRICES

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

CHICAGO

The World's Greatest Lumber
and Woodworking Center

Maisey & Dion
Hardwoods
KILN DRIED AND AIR DRIED
Office & Yards 2349 to 2423 So. Loomis St.
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CANAL 1830
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through their medium?

Southern Hardwoods
OAK—ASH—GUM—CYPRESS

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Port Barre, La.; Hazelwood, La.;
Wildsville, La.; Jonesville, La.;
Whelen Springs, Ark.

Aberdeen Lumber Co.
1221 Lumber Exchange Bldg., Chicago, Ill.

For Quick Sale
BAND SAWN HARDWOODS
at our MEMPHIS & LITTLE ROCK MILLS

5 4" FAS Qtd. White Oak.....	20,000'
5 4" No. 1 Com. Qtd. White Oak.....	75,000'
5 4" FAS Plain White Oak.....	60,000'
5 4" No. 1 Com. Plain White Oak.....	90,000'
5 4" No. 1 Com. Plain Red Oak.....	20,000'
5 4" FAS Qtd. Red Gum.....	25,000'
6 4" FAS Qtd. Red Gum.....	40,000'
8 4" FAS Qtd. Red Gum.....	70,000'
4 4" No. 1 Com. Qtd. Red Gum.....	45,000'
6 4" No. 1 Com. Qtd. Red Gum.....	85,000'
8 4" No. 1 Com. Qtd. Red Gum.....	100,000'
4 4" FAS Qtd. Sap Gum.....	85,000'
5 4" FAS Qtd. Sap Gum.....	100,000'
8 4" FAS Qtd. Sap Gum.....	150,000'
6 4" No. 1 Com. Qtd. Sap Gum.....	40,000'
8 4" No. 1 Com. Qtd. Sap Gum.....	65,000'
4 4" FAS Qtd. Fig. Red Gum.....	20,000'
4 4" No. 1 Com. Qtd. Fig. Red Gum.....	20,000'



E. L. BRUCE Co.
MEMPHIS TENNESSEE

"FINEST" MAPLE AND BEECH
FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood
LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

VON PLATEN-FOX CO.
MANUFACTURERS OF
NORTHERN WOODS

Offer the following **DRY HARD MAPLE**

1x4 Sap Strips.....	60 M	6/4 Step Plank	12 M
5/4x4 & 5 Sap Strips.....	16 M	8/4 No. 1 Common.....	50 M
5/4 No. 1 Common.....	350 M	10/4 No. 1 & 2 Common.....	75 M

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Bldg.

CHICAGO OFFICE
1329 Peoples Gas Bldg.

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects.....150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

5/4 Log Run100,000'

(Worm holes no defect)

10/4 Log Run100,000'

(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select.....60,000'

PLAIN SAP GUM

5/8 FAS150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet.....100,000'

6/4 No. 1 Com. & Bet.....100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet.....150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet.....200,000'

6/4 No. 2 Com. & Bet.....100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet.....100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



Michigan Hardwoods

Dry Stock March, 1922

BASSWOOD

1x6 FAS.....	80M
1x6½ to 11½ FAS.....	150M
1x11¼ & up FAS.....	38M
1x4 Clear.....	11M
1x5½ & up Selects.....	100M
1x7 & up No. 1 Common.....	80M
4 4 No. 2 Common.....	42M
4 4 No. 3 Common.....	13M

GRAY ELM

4 4 FAS.....	16M
1x10 & up FAS.....	40M
6 4 No. 1 Common & Better...	79M
10¼ No. 1 Common & Better...	21M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

When in Need of Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**

L'ANSE, MICHIGAN

**Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple**

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum and other lumber is *Superior*. Conditions are ideal for perfect growth.

**Miller
Lumber
Co.**

MARIANNA, ARKANSAS

2 Band Mills
100,000 feet Daily Capacity



Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, APRIL 10, 1922

Subscription \$2
Vol. LII, No. 12

TURNER-FARBER-LOVE COMPANY

MANUFACTURERS
HARDWOOD LUMBER AND SLACK COOPERAGE

SUCCESSORS TO

DARNELL-LOVE LUMBER CO. LELAND, MISS.
RUSSE & BURGESS, INC. MEMPHIS, TENN.
LELAND STAVE & LUMBER CO. LELAND & CHICAGO

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FOUR BAND MILLS
ANNUAL CAPACITY 60,000,000 FT

CHICAGO OFFICE
1039 MARQUETTE BUILDING
PHONE RANDOLPH 7957

NEW ORLEANS OFFICE
629 630 H. BERNIA BANK BLDG

Our lumber is properly manufactured and graded, band sawn, uniform thickness. We can make prompt shipment of straight or mixed carlots and solicit your inquiries.

QUARTERED RED GUM	
5/8" FAS	20,000'
3/4" FAS	12,000'
4/4" FAS	15,000'
5/4" FAS	30,000'
6/4" FAS	18,000'
8/1" FAS	100,000'
5/8" No. 1 C&S	50,000'
3/4" No. 1 C&S	65,000'
4/4" No. 1 C&S	45,000'
5/4" No. 1 C&S	30,000'
6/4" No. 1 C&S	25,000'
8/4" No. 1 C&S	95,000'

PLAIN RED GUM	
3/8" FAS	10,000'
1/2" FAS	30,000'
5/8" FAS	16,000'
4/4" FAS	15,000'
5/4" FAS	12,000'
3/8" No. 1 C&S	85,000'
1/2" No. 1 C&S	112,000'
5/8" No. 1 C&S	60,000'
3/4" No. 1 C&S	60,000'
4/4" No. 1 C&S	30,000'
5/4" No. 1 C&S	12,000'

PLAIN SAP GUM	
1/2" FAS	30,000'
5/8" FAS	50,000'
3/4" FAS	20,000'
4/4" FAS	15,000'
5/4" FAS	16,000'
6/4" FAS	60,000'
5/8" FAS, 13-17"	75,000'
4/4" FAS, 13-17"	75,000'
4/4" FAS, 18-21"	60,000'
4/4" FAS, 22" up	24,000'
4/4" FAS, 9-12" BB	16,000'
4/4" FAS, 3-17" BB	120,000'
3/8" No. 1 C&S	29,000'
1/2" No. 1 C&S	50,000'
5/8" No. 1 C&S	100,000'
4/4" No. 1 C&S	30,000'
1/2" No. 2 Com.	20,000'
3/4" No. 2 Com.	20,000'
4/4" No. 2 Com.	30,000'
8/4" No. 2 Com.	60,000'

QUARTERED WHITE OAK (Sap No Defect)	
5/8" FAS	50,000'
3/4" FAS	50,000'

4/4" FAS	16,000'
5/4" FAS	60,000'
6/4" FAS	95,000'
8/1" FAS	60,000'
10/4" FAS	50,000'
5/8" No. 1 C&S	20,000'
3/4" No. 1 C&S	18,000'
4/4" No. 1 C&S	16,000'
5/4" No. 1 C&S	35,000'
6/4" No. 1 C&S	75,000'
10/4" No. 1 C&S	15,000'

ELM	
4/4" 12" & Wdr. Cof. B.	40,000'
4/4" Log Run	36,000'
6/4" Log Run	30,000'
4/4" No. 1 Com.	16,000'
4/4" No. 2 Com.	34,000'
6/4" No. 2 Com.	19,000'
8/4" No. 2 Com.	24,000'
10/4" No. 2 Com.	60,000'
12/4" No. 2 Com.	10,000'
4/4" No. 3 Com.	17,000'
8/4" No. 3 Com.	6,000'
12/4" No. 3 Com.	11,000'

ASH	
1/2" FAS	50,000'
4/4" FAS	14,000'
8/4" FAS	15,000'
12/4" FAS	17,000'
1/2" No. 1 C&S	80,000'
4/4" No. 1 C&S	33,000'
5/4" No. 1 C&S	10,000'
6/4" No. 1 C&S	10,000'
8/4" No. 1 C&S	17,000'
10/4" No. 1 C&S	10,000'
12/4" No. 1 C&S	30,000'
4/4" No. 2 C&S	18,000'
5/4" No. 2 C&S	5,500'
8/4" No. 2 C&S	12,000'
12/4" No. 2 C&S	17,000'
4/4" No. 3 Com.	20,000'

QUARTERED WHITE OAK	
1/2" FAS	10,000'
5/8" FAS	25,000'
3/4" FAS	22,000'
4/4" FAS	20,000'
1/4" No. 1 C&S	22,000'
3/8" No. 1 C&S	80,000'
1/2" No. 1 C&S	45,000'

5/8" No. 1 C&S	95,000'
3/4" No. 1 C&S	125,000'
4/4" No. 1 C&S	15,000'
1/4" Strips	35,000'
3/8" No. 2 Com.	35,000'
5/8" No. 2 Com.	50,000'
3/4" No. 2 Com.	50,000'

PLAIN WHITE OAK	
5/8" FAS	20,000'
1/4" No. 1 C&S	40,000'
3/8" No. 1 C&S	105,000'
1/2" No. 1 C&S	90,000'
5/8" No. 1 C&S	110,000'
3/4" No. 1 C&S	60,000'
4/4" No. 1 C&S	30,000'
1/2" No. 2 Com.	50,000'
5/8" No. 2 Com.	112,000'
3/4" No. 2 Com.	50,000'

PLAIN RED OAK	
3/8" FAS	25,000'
1/2" FAS	80,000'
5/8" FAS	25,000'
3/4" FAS	16,000'
4/4" FAS	3,000'
5/4" FAS	15,000'
6/4" FAS	8,500'
3/8" No. 1 C&S	105,000'
5/8" No. 1 C&S	125,000'
1/2" No. 1 C&S	80,000'
3/4" No. 1 C&S	120,000'
4/4" No. 1 C&S	20,000'
5/4" No. 1 C&S	6,000'
6/4" No. 1 C&S	4,000'
8/4" No. 1 C&S	4,000'
3/8" No. 2 Com.	105,000'
1/2" No. 2 Com.	100,000'
5/8" No. 2 Com.	115,000'
3/4" No. 2 Com.	110,000'
3/4" Sound Wormy	14,000'
4/4" Sound Wormy	125,000'

PANTHERBURN CYPRESS	
4/4" FAS	15,000'
5/1" FAS, 4 to 12"	75,000'
6/4" FAS, 4 to 12"	12,000'
10/4" FAS, 4 to 12"	50,000'
3/4" FAS, 4 to 12"	60,000'
4/4" FAS, 13 to 17"	50,000'
5/4" FAS, 13 to 17"	40,000'
10/4" FAS, 13 to 17"	10,000'
4/4" FAS, 18" up	35,000'

5/4" FAS, 18" up	24,000'
4/4" Selects	30,000'
5/4" Selects	40,000'
6/4" Selects	115,000'
12/4" Selects	13,000'
4/4" Shop	100,000'
5/4" Shop	100,000'
6/4" Shop	30,000'
8/4" Shop	3,000'
5/4" No. 1 Com.	45,000'
6/4" No. 1 Com.	125,000'
4/4" No. 2 C., Resawn	45,000'
4/4" No. 2 Com.	100,000'
5/4" No. 2 Com.	20,000'
8/4" No. 2 Com.	15,000'
4/4" Boxing	150,000'
5/4" Boxing	11,000'
6/4" Boxing	40,000'
4/4" Pecky	175,000'

MISCELLANEOUS COTTONWOOD

4/4" FAS, 13-17"	45,000'
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MAPLE

4/4" Log Run	11,000'
6/4" Log Run	12,000'

HICKORY

6/4" Log Run	80,000'
8/4" Log Run	7,500'
6/4" No. 3 Com.	30,000'

BLACK GUM

4/4" No. 1 C&B	20,000'
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QUARTERED BLACK GUM

4/4" No. 2 C&B	20,000'
----------------	---------

POPLAR

4/4" No. 2 A&B Com.	12,000'
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CYPRESS SHINGLES

4" Best	225,000'
5" Best	250,000'
6" Best	175,000'
4" Prime	225,000'
5" Prime	250,000'
6" Prime	125,000'
4" Economy	250,000'
5" Economy	250,000'
6" Economy	125,000'

We also solicit your inquiries on Hardwoods, Cypress, Cypress Lath and Shingles. We have a good assortment and suggest that you buy now for your Spring requirements. We can ship mixed cars in thicknesses from 3/8 to 12/4".

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— SEND US YOUR INQUIRIES —

J. Gibson McIlvain Company
Philadelphia



WE SHOW HERewith a list of Special Stocks that we are anxious to move promptly. This is all good dry stock of the very best manufacture and of good widths and lengths. If you find any items of interest herein we would be very glad to have the pleasure of quoting you on this stock.

ASH—Tough Textured White

4 1/4" Com. & Btr. 1 car
 5/4" Com. & Btr. 4,000'
 10/4" No. 2 Com. & Btr. 2,000'
 12 1/4" No. 2 Com. & Btr. 5,000'
 10 1/2" No. 2 Common
 40% FAS
 5/4" Com. & Btr. 1 car
 8 1/4" FAS 1 car
 8/4" No. 1 Com. & Sel. 2 cars

OAK

Soft Textured Tennessee Stock
 4/4" No. 1 C&S. Qtd. W. 1 car
 5/4" FAS Qtd. White 1 car
 5/4" No. 1 C&S. Qtd. W. 1 car
 6/4" No. 1 C&S. Qtd. W. 1 car
 4/4" No. 1 C&S. Plain R. 5 cars
 5/4" No. 1 C&S. Plain R. 2 cars
 8/4" No. 1 C&S. Pln. W. 1 car

BEECH—Tennessee Stock

8/4" No. 2 Com. & Btr. 1 car
 Containing approximately—
 30% FAS
 50% No. 1 Com. & Sel.
 20% No. 2 Common

GUM

Mississippi Delta Stock
 4/4" No. 1 C&B. Qtd. R. 1 car
 Containing approximately—
 10,000' FAS
 5,000' No. 1 Com. & Sel.
 8/4" No. 1 C&B. Qtd. R. 1 car
 Containing approximately—
 10,000' FAS
 7,000' No. 1 Com. & Sel.
 and a nice percentage of
 figured stock
 8/4" FAS Qtd. Red SND 5 cars
 8/4" No. 1 Com. & Sel. Qtd.
 Red SND. 2 cars
 4/4" FAS Plain Sap. 1 car
 5/8" FAS Plain Sap. 1 car
 3/4" FAS Plain Sap. 1 car

POPLAR

Soft Textured Tennessee Stock
 4/4" No. 2 A & B Com. 1 car
 Approx. 50% each grade
 8/4" 1 car
 Approximately
 1,800' FAS
 4,000' Saps & Selects
 6,000' No. 1 Common
 2,500' No. 2 Common

SYCAMORE**Tennessee Stock**

4/4" No. 2 Com. & Btr. 1 car
 Containing approximately—
 30% FAS
 50% No. 1 Com. & Sel.
 20% No. 2 Common
 4/4" No. 2 Com. & Btr. 1/2 car
 Containing approximately—
 30% FAS
 50% No. 1 Com. & Sel.
 20% No. 2 Com.
 8/4" No. 2 Com. & Btr. 1/2 car
 Containing approximately—
 30% FAS
 50% No. 1 Com. & Sel.
 20% No. 2 Common
 8/4" No. 2 Com. & Btr. 1 car
 Containing approximately—
 30% FAS
 50% No. 1 Com. & Sel.
 20% No. 2 Common

COTTONWOOD**Tennessee Stock**

4/4" FAS, incl. Box Bds. 1 car

LOUISIANA RED CYPRESS COMPANY
 218 Bank of Commerce Building, Memphis, Tenn.

MARINETTE

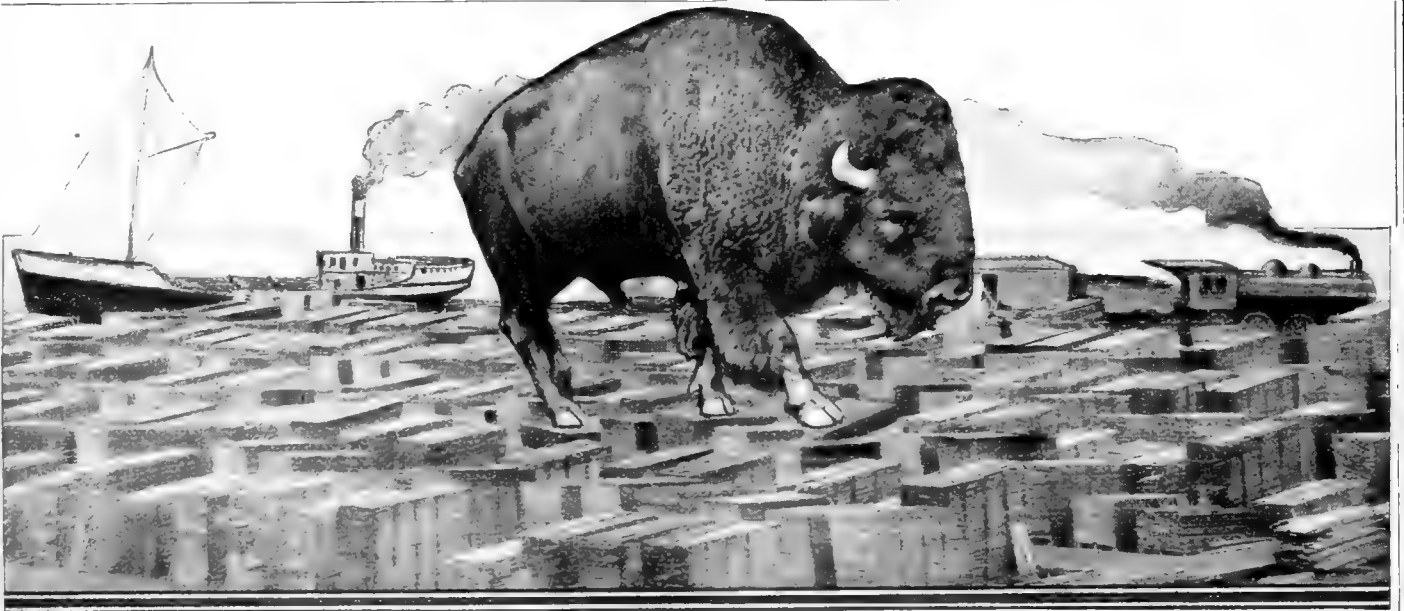
WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

Wisconsin Beautiful Birch

4/4 FAS 2 cars	6/4 No. 1 Com . . . 5 cars
4/4 No. 1 C&B . . 15 cars	6/4 No. 2 Com . . . 4 cars
4/4 Selects 3 cars	6/4 No. 3 Com . . . 12 cars
4/4 No. 1 Com . . . 10 cars	7/4 No. 1 C&B . . . 1 car
4/4 No. 2 Com . . . 10 cars	8/4 FAS 4 cars
4/4 No. 3 Com . . . 20 cars	8/4 No. 1 C&B . . . 4 cars
5/4 FAS 2 cars	8/4 No. 1 Com . . . 5 cars
5/4 No. 1 C&B . . . 4 cars	8/4 No. 2 Com . . . 3 cars
5/4 No. 1 Com . . . 3 cars	8/4 No. 3 Com . . . 6 cars
5/4 No. 2 Com . . . 2 cars	10/4 No. 2 C&B . . . 10 cars
5/4 No. 3 Com . . . 6 cars	12/4 No. 2 C&B . . . 8 cars
6/4 FAS 3 cars	14/4 No. 2 C&B . . . 2 cars
6/4 No. 1 C&B . . . 7 cars	16/4 No. 2 C&B . . . 2 cars
	12/4 No. 3 Com . . . 4 cars

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



Buy and sell Hardwoods in Buffalo
where 60 to 70,000,000 feet are carried at
all times. Shipments can move quickly to
and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qld. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

SOUTH BEND'S exceptional rail, mail and wire facilities constitute a real service to buyers. South Bend hardwood firms are sound, conservative and dependable. The John I. Shafer Hardwood Company cuts high-class Indiana hardwoods at its mill at Crawfordsville, while at the service yard at Logansport it carries Five Million Feet of assorted hardwoods, thus being in position to render splendid service both to consumers and shippers. Buy from South Bend firms and get the best in service and quality.

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND
SOUTH BEND, INDIANA

HARDWOODS AND YELLOW PINE

RED and SAP GUM

The Soft Delta Kind. All thickness and grades.
WRITE

The Hyde Lumber Co.

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of
HARDWOOD LUMBER
MILLS AND YARDS IN TENNESSEE

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.
Mill at Crawfordsville, Ind.

The E & W Lumber Company

NORTHERN and SOUTHERN

HARDWOODS

MILL: EDWARDSBURG, MICHIGAN

The Woodruff-Powell Lumber Co.

SPECIALIZING IN

POPLAR and WALNUT

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

Concentrating Yards:

Cairo, Illinois, and Troy, Tennessee

HEAVY OAK IS OUR SPECIALTY

H. A. HOOVER

Manufacturer and Wholesaler

Northern and Southern Hardwoods

THICK STOCK A SPECIALTY

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods

BAND MILL, LAPORTE, INDIANA

The Powell-Myers Lumber Co.

MANUFACTURERS

Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension

Increase Your Working Capital

WE WILL MAKE

LONG TIME TIMBER LOANS

\$100,000 AND UPWARDS

Established 1891

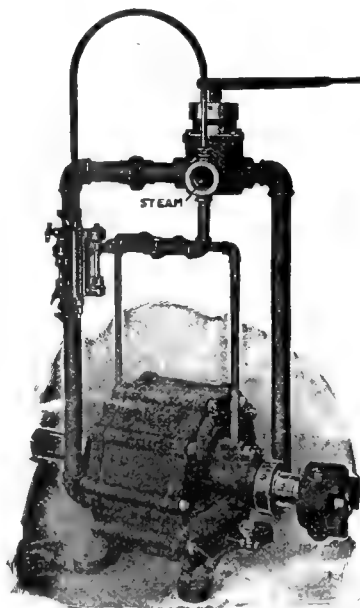
Baker, Fentress & Co.

Successors to Lyda, Gray & Company

BANKERS TO LUMBERMEN

203 S. La Salle St.
CHICAGO

Yuan Building
PORTLAND, ORE.



On the SAWYER

depends the getting out of lumber at least cost.

Give him a

SOULE STEAM-FEED

and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS

Box 352

MERIDIAN, MISS.

Barr-Holaday Lumber Company

MANUFACTURERS OF HIGH GRADE
Southern Hardwoods

Main Office.....Greenfield, Ohio

Band MillLouise, Mississippi

Branch Office. Indianapolis, Indiana

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK		PLAIN MIXED OAK	
4/4" No. 1 Common....	3 cars	3/4" No. 2 Common....	1 car
5/4" No. 1 Common....	1 car	3/4" Sound Wormy	5 cars
QUARTERED RED OAK		5/4" Sound Wormy	3 cars
4/4" No. 1 Com. & Btr.	4 cars	6/4" Sound Wormy	1 car
5/4" No. 1 Common....	1 car	QTD. & PLAIN RED GUM	
PLAIN RED OAK		4/4" No. 2 Common....	2 cars
5/8" No. 1 Com. & Btr.	1 car	5/4" No. 2 Common....	2 cars
1/4" No. 1 Com. & Btr.	3 cars	QUARTERED SAP GUM	
10/4" No. 1 Com. & Btr.	1 car	6/4" No. 1 Com. & Btr.	2 cars
4/4" No. 1 & No. 2 C...	2 cars	8/4" No. 1 Com. & Btr.	2 cars
5/4" No. 1 & No. 2 C...	4 cars	QTD. & PLAIN BLACK GUM	
6/4" No. 1 & No. 2 C...	4 cars	4/4" No. 1 Com. & Btr.	4 cars
8/4" No. 1 & No. 2 C...	2 cars	ELM	
10/4" No. 1 & No. 2 C...	2 cars	8/4" No. 2 Com. & Btr.	2 cars
HICKORY		10/4" No. 2 Com. & Btr.	1 car
8/4" No. 2 Com. & Btr.	2 cars	12/4" No. 2 Com. & Btr.	2 cars
10/4" No. 2 Com. & Btr.	1 car	6/4" No. 2 Common....	3 cars
8/4" No. 2 Common....	1 car		

MANUFACTURERS REPRESENTED

In Our Sales This Month Include:

Pianos	Flooring
Office Desks	Tank Cars
Bedroom Suites	Freight Cars
School Seats	Sawmill
Church Furniture	Sash & Doors
Tables	Porch Furniture
Interior Trim	Refrigerators

We find *business good*, due, we believe, to three reasons:

1. We have an efficient and economical proposition to offer the wood worker.
2. The installation of our kilns cut production cost thru elimination of drying waste.
3. Our prices are down—not to the 1914 level—but to the lowest point possible and still leave us a fair profit.

GRAND RAPIDS VAPOR KILN
GRAND RAPIDS, MICHIGAN

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

Table	Grade	Width	Length	Memphis	New Or.
4 1/2"	FAS	6-9"	8-10"	15,000'	22,000'
4 1/2"	FAS	6-9"	8-16"	11,500'	11,500'
4 1/2"	FAS	6-9"	8-16"	25,000'	50,000'
4 1/2"	Select	10-12"	10-16"	15,000'	12,500'
4 1/2"	FAS	12" & up	10-16"	10,000'	5,000'
5 1/2"	FAS	6-9"	8-10"	15,500'	10,500'
5 1/2"	FAS	6-9"	8-16"	8,500'	10,400'
5 1/2"	FAS	6-9"	8-16"	5,000'	35,000'
5 1/2"	FAS	10-12"	10-16"	5,000'	8,800'
5 1/2"	FAS	12" & up	10-16"	5,500'	5,800'
6 1/2"	FAS	6-9"	8-16"	5,000'	15,100'
6 1/2"	Select	6-9"	8-16"	6,500'	1,500'
6 1/2"	FAS	10-12"	10-16"	2,000'	5,500'
6 1/2"	FAS	12" & up	10-16"	4,000'	4,400'
8 1/2"	FAS	6-9"	8-16"	35,000'	125,000'
8 1/2"	No. 1 Common	6-9"	8-16"	20,000'	12,500'
8 1/2"	FAS	10-12"	10-16"	9,800'	31,500'
8 1/2"	FAS	12" & up	10-16"	5,500'	9,150'
10 1/2"	FAS	6" & up	8-16"	26,900'	26,900'
12 1/2"	FAS	6" & up	8-16"	35,500'	18,500'
16 1/2"	FAS	6" & up	8-16"	18,800'	14,500'

WILL QUOTE ATTRACTIVE PRICES UPON REQUEST

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

QUARTERED WHITE OAK	5 1/4" 1s & 2s	11,000'
1 1/4" No. 1 Common	5 1/4" 1s & 2s	15,000'
1 1/4" No. 2 Common	5 1/4" No. 1 Common	60,000'
1 1/4" No. 2 Common		15,000'
1 1/4" No. 2 Common		10,000'
PLAIN OAK		
1 1/4" 1s & 2s (White)		70,000'
1 1/4" No. 1 C. (White)		75,000'
5 1/2" No. 1 Com. (Red)		21,000'
1 1/4" No. 1 Com. (Red)		10,000'
1 1/4" No. 1 Common		10,000'
PLAIN RED GUM		
1 1/4" 1s & 2s		11,000'
1 1/4" No. 1 Common		15,000'

Bellgrade Lumber Company
Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

PLAIN RED OAK	4 1/4" 1s & 2s	70,000'
1 1/4" Nos. 1 & 2 Com.	4 1/4" No. 1 Common	125,000'
1 1/4" No. 3 Common	4 1/4" No. 2 Common	50,000'
4 1/4" Sound Wormy	5 1/4" Loc. Run	200,000'
	6 1/4" 1s & 2s	5,000'
PLAIN WHITE OAK		
4 1/4" 1s & 2s	4 1/4" No. 1 Common	12,000'
4 1/4" Nos. 1 & 2 Com.	4 1/4" No. 1 Common	25,000'
4 1/4" No. 1 Common	6 1/4" No. 1 Com. & Btr.	15,000'
4 1/4" No. 2 Common	8 1/4" No. 1 Com. & Btr.	25,000'
QUARTERED WHITE OAK		
4 1/4" 1s & 2s		10,000'
4 1/4" No. 1 Common		25,000'
4 1/4" No. 2 Common		15,000'
PLAIN RED GUM		
3 1/4" No. 1 Com. & Btr.		15,000'
4 1/4" No. 1 Common		50,000'
5 1/4" No. 1 Com. & Btr.		15,000'
4 1/4" Box Boards, 13-17"		25,000'
PLAIN SAP GUM		
4 1/4" 1s & 2s		50,000'

Geo. C. Ehemann & Co.
Office: Bank of Commerce and Trust Building

WHITE ASH		
4 1/4"10" & up 1s & 2s	3,000'	5 1/4" No. 2 Common..... 13,000'
5 1/4"10" & up 1s & 2s	4,000'	6 1/4" No. 2 Common..... 10,000'
6 1/4"10" & up 1s & 2s	13,000'	8 1/4" No. 2 Common..... 50,000'
8 1/4"10" & up 1s & 2s	17,000'	10 1/4" No. 2 Common..... 13,000'
4 1/4"x6" & up 1s & 2s	65,000'	12 1/4" No. 2 Common..... 8,000'
5 1/4"x6" & up 1s & 2s	20,000'	16 1/4" No. 2 Common..... 4,000'
6 1/4"x6" & up 1s & 2s	5,000'	
8 1/4"x6" & up 1s & 2s	100,000'	SPECIAL PRICE
10 1/4"x6" & up 1s & 2s	133,000'	4/4x6" & up 1s & 2s, all
12 1/4"x6" & up 1s & 2s	18,000'	8-10"..... 25,000'
16 1/4"x6" & up 1s & 2s	18,000'	5/4x6" & up 1s & 2s, all
4 1/4" No. 1 Common	17,000'	8-10"..... 13,000'
5 1/4" No. 1 Common	75,000'	5/4x6" & up 1s & 2s, medium
6 1/4" No. 1 Common	50,000'	texture..... 40,000'
8 1/4" No. 1 Common	260,000'	8 1/4" No. 1 C., med. text. 60,000'
10 1/4" No. 1 Common	13,000'	8 1/4" No. 2 C., med. text. 40,000'
12 1/4" No. 1 Common	12,000'	
1 1/4" No. 2 Common	33,000'	ASH
		4 1/4" Sound Wormy..... 9,000'
		5 1/4" Sound Wormy..... 7,300'

Thompson-Katz Lbr. Co.

ASH TENNESSEE STOCK	1 1/2" C&B, Tough Text.	1/2 car
6 1/4" C&B, Tough Text.	4,000'	
5 1/4" C&B, Tough Text.	1 car	
8 1/4" FAS, Tough Text.	1 car	
8 1/4" No. 1 C. Tough Text.	2 cars	
8 1/4" No. 2 Com. & Btr.	1 car	
Containing approximately—		
50% FAS		
50% No. 1 C. & Sel.		
20% No. 2 Common		
COTTONWOOD TENN. STOCK		
4 1/4" FAS, No. 1 Box Bds	1 car	
GUM MISS DELTA STOCK		
4 1/4" FAS, Pl. Sap Gum.	1 car	
5 1/4" FAS, Pl. Sap Gum.	1 car	
3 1/4" FAS, Pl. Sap Gum.	1 car	
OAK		
Soft Textured Tennessee Stock		
4 1/4" No. 1 C&S, Qtd. Wh.	1 car	
5 1/4" FAS, Qtd. White	1 car	
5 1/4" No. 1 C&S, Pl. Red 2 cars		
8 1/4" No. 1 C&S, Pl. Wh.	1 car	

Louisiana Red Cypress Co.

ASH	4 1/4" FAS	19,000'
4 1/4" No. 1 Common	4 1/4" No. 1 Common	24,000'
4 1/4" No. 2 Common	4 1/4" No. 2 Common	16,500'
5 1/4" FAS	5 1/4" FAS	53,600'
5 1/4" No. 1 Common	5 1/4" No. 1 Common	57,000'
5 1/4" No. 2 Common	5 1/4" No. 2 Common	17,200'
6 1/4" FAS	6 1/4" FAS	14,000'
6 1/4" No. 1 Common	6 1/4" No. 1 Common	80,000'
8 1/4" No. 1 Com. & Btr.	8 1/4" No. 1 Com. & Btr.	155,000'
10 1/4" No. 1 Com. & Btr.	10 1/4" No. 1 Com. & Btr.	12,000'
12 1/4" No. 1 Com. & Btr.	12 1/4" No. 1 Com. & Btr.	22,500'
CYPRESS		
4 1/4" FAS	4 1/4" FAS	78,000'
4 1/4" Select	4 1/4" Select	64,800'
1 1/2" No. 1 Shop	1 1/2" No. 1 Shop	72,400'
5 1/4" FAS	5 1/4" FAS	19,000'
5 1/4" Select	5 1/4" Select	27,600'
5 1/4" No. 1 Shop	5 1/4" No. 1 Shop	32,400'
3 1/4" FAS	3 1/4" FAS	52,700'
8 1/4" Select	8 1/4" Select	46,400'
POPLAR		
4 1/4" FAS	4 1/4" FAS	15,000'
4 1/4" FAS, SND	4 1/4" FAS, SND	22,000'

Welsh Lumber Company

ASH	4 1/4" No. 1 Common	15,000'
5 1/4" No. 1 Com. & Btr.	5 1/4" No. 1 Com. & Btr.	150,000'
5 1/4" No. 2 Common	5 1/4" No. 2 Common	45,000'
8 1/4" No. 1 Com. & Btr.	8 1/4" No. 1 Com. & Btr.	90,000'
COTTONWOOD		
1 1/2" Wide BB	1 1/2" Wide BB	18,000'
1 1/2" Narrow BB	1 1/2" Narrow BB	50,000'
4 1/4" FAS	4 1/4" FAS	225,000'
5 1/4" FAS	5 1/4" FAS	100,000'
5 1/4" No. 1 Common	5 1/4" No. 1 Common	100,000'
PLAIN SAP GUM		
5 1/4" No. 1 Com. & Btr.	5 1/4" No. 1 Com. & Btr.	50,000'
3 1/4" No. 1 Com. & Btr.	3 1/4" No. 1 Com. & Btr.	150,000'
4 1/4" No. 2 Common	4 1/4" No. 2 Common	200,000'
5 1/4" No. 1 Com. & Btr.	5 1/4" No. 1 Com. & Btr.	60,000'
5 1/4" No. 2 Common	5 1/4" No. 2 Common	100,000'
5 1/4" No. 3 Common	5 1/4" No. 3 Common	120,000'
6 1/4" No. 2 Common	6 1/4" No. 2 Common	50,000'
8 1/4" FAS	8 1/4" FAS	100,000'

Grismore-Hyman Co.

WHITE ASH	12 1/4" No. 1 Com. & Btr.	3 cars
4 1/4" FAS 10" & up	16 1/4" No. 1 Com. & Btr.	1 car
5 1/4" FAS 10" & up	4 1/4" No. 1 Common	4 cars
6 1/4" FAS Regular	5 1/4" No. 1 Common	3 cars
5 1/4" FAS Regular	6 1/4" No. 1 Common	3 cars
6 1/4" FAS Regular	8 1/4" No. 1 Common	3 cars
8 1/4" FAS Regular	10 1/4" No. 1 Common	1 car
4 1/4" No. 1 Com. & Btr.	12 1/4" No. 1 Common	1/2 car
5 1/4" No. 1 Com. & Btr.	4 1/4" No. 2 Common	3 cars
6 1/4" No. 1 Com. & Btr.	5 1/4" No. 2 Common	1 car
8 1/4" No. 1 Com. & Btr.	6 1/4" No. 2 Common	1/2 car
16 1/4" No. 1 Com. & Btr.	8 1/4" No. 2 Common	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

Partial List Dry Stock

PLAIN SAP GUM		PLAIN RED GUM	
6/4" FAS	2 cars	6/4" No. 1 Common	1 car
QUARTERED SAP GUM		6/4" No. 1 Com. & Btr.	1 car
6/4" FAS	2 cars	ELM	
4/4" FAS	3 cars	10/4" Log Run	1 car
4/4" No. 1 Common	4 cars	MAPLE	
PLAIN BLACK GUM		10/4" Log Run	1 car
6/4" No. 1 Com. & Btr.	1 car	CYPRESS	
QUARTERED RED GUM		5/4" FAS	1 car
8/4" No. 1 Com. & Btr.	5 cars	6/4" FAS	2 cars
6/4" No. 1 Com. & Btr.	1 car	8/4" FAS	2 cars
		PLAIN RED GUM, S. N. D.	
		10/4" FAS	1 car

Stillions-Mingea Lumber Co.

Mill: Rome, Miss. Sales Office: Memphis, Tenn.

SAP GUM (50% 14-16')		QUARTERED GUM, SND. (50% 14-16')	
5/8" FAS, 12", 3 mo.	200,000'	4/4" FAS, 7 1/2", 4 mo.	50,000'
5/8" No. 1 C., 8", 3 mo.	200,000'	4/4" No. 1 C., 7 1/2", 4 mo.	25,000'
5/8" No. 2 C., 8", 3 mo.	100,000'	5/4" FAS, 8", 6 mo.	15,000'
4/4" No. 1 C., 8", 6 mo.	275,000'	5/4" No. 1 C., 8", 6 mo.	20,000'
5/4" No. 1 C., 8", 6 mo.	83,000'	8/4" FAS, 8", 6 mo.	100,000'
6/4" No. 1 C., 8", 6 mo.	50,000'	8/4" No. 1 C., 8", 6 mo.	83,000'
8/4" No. 1 C., 8", 6 mo.	100,000'	PLAIN WHITE OAK (50% 14-16')	
QUARTERED RED GUM (50% 14-16')		5/4" FAS, 10", 6 mo.	58,000'
4/4" No. 1 C., 7 1/2", 4 mo.	100,000'	5/4" No. 1 C., 10", 6 mo.	100,000'
8/4" FAS, 8", 4 mo.	100,000'	PLAIN RED OAK (50% 14-16')	
8/4" No. 1 C., 8", 4 mo.	200,000'	5/4" FAS, 10", 6 mo.	58,000'
		5/4" No. 1 C., 10", 6 mo.	130,000'
		6/4" FAS, 10", 6 mo.	32,000'

Chicago Lumber & Coal Co.

1817 N. PARKWAY, MEMPHIS
MAIN OFFICE.....St. Louis, Mo.
CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

ASH		8/4" FAS, 3 mo. dry	1 car
5/4" No. 1 Com. dry	1 car	8/4" No. 1 C., 3 mo. dry	3 cars
5/4" No. 2 Com. dry	1 car	QUARTERED WHITE OAK	
QTD. RED GUM, S. N. D.		4/4" FAS, 2 mos. dry	9,000'
4/4" FAS, 3 mo. dry	2 cars	4/4" No. 1 Com. dry	100,000'
4/4" No. 1 C., 3 mo. dry	3 cars	4/4" No. 2 Com. dry	50,000'
8/4" FAS, 6 mo. dry	4 cars	5/4" FAS, dry	18,000'
8/4" No. 1 C., 6 mo. dry	4 cars	5/4" No. 1 Com. dry	60,000'
10/4" FAS, 6 mo. dry	2 cars	5/4" No. 2 Com. dry	30,000'
10/4" No. 1 C., 6 mo. dry	2 cars	PLAIN WHITE OAK	
PLAIN SAP GUM		4/4" FAS, dry	7,000'
5/8" FAS, dry	8,000'	5/4" No. 1 Com. dry	20,000'
5/8" No. 1 C., dry	20,000'	5/4" No. 2 Com. dry	15,000'
QUARTERED RED GUM		QUARTERED RED OAK	
4/4" FAS, 3 mo. dry	1 car	5/4" No. 1 Com. dry	20,000'
4/4" No. 1 C., 3 mo. dry	3 cars	5/4" No. 2 Com. dry	5,000'
QTD. FIG. GUM		PLAIN RED OAK	
4/4" FAS, 2 mos. dry	4,000'	3/4" FAS, dry	4,000'
4/4" No. 1 C., 2 mo. dry	5,000'	4/4" No. 1 Com. dry	40,000'
QUARTERED RED GUM		3/4" No. 2 Com. dry	20,000'
6/4" FAS, dry	4,000'	4/4" FAS, dry	15,000'
6/4" No. 1 Com. dry	7,000'	5/4" No. 1 Com. dry	20,000'

RUSH LUMBER CO.

SAP GUM		OAK	
4/4" FAS	3 cars	4/4" Sound Wormy	1 car
5/4" No. 1 Common	1 car	MAPLE	
6/4" Com. & Sel.	1 car	8/4" Log Run	3 cars
RED GUM		BLACK GUM	
4/1" No. 1 Common	3 cars	6/4" FAS	2 cars
RED OAK		6/4" No. 1 Common	6 cars
4/4" FAS	1 car	TUPELO	
4/4" No. 1 Common	1 car	4/4" FAS	2 cars
4/4" No. 2 Common	1 car	CYPRESS	
WHITE OAK		5/4" Selected	2 cars
4/4" FAS	1 car	5/4" No. 1 Shop	1 car
		4/4" No. 2 Common	1 car
		8/1" FAS	2 cars

Thompson & deFenelon HARDWOOD LUMBER

PLAIN WHITE OAK		6/4" No. 1 Com.	51,000'
4/1" No. 1 Common	219,000'	4/4" No. 2 Com.	491,000'
PLAIN RED OAK		QTD. SAP GUM	
3/4" No. 1 Common	61,000'	4/4" No. 1 Com.	92,000'
5/4" No. 1 Common	271,000'	4/4" No. 1 Common	92,000'
4/1" No. 2 Common	37,000'	ELM	
QUARTERED RED OAK		6/1" No. 3 Common	60,000'
1/4" Nos. 1 & 2 Com.	34,000'	10/1" Log Run	101,000'
4/4" No. 3 Common	190,000'	ASH	
PLAIN RED OAK		5/4" No. 1 Common	68,000'
12/4" Bridge Plank	80,000'	PECAN	
QUARTERED RED GUM		5/4" Nos. 1 & 2 Com.	72,000'
4/4" No. 1 Common	61,000'	6/4" Nos. 1 & 2 Com.	120,000'
PLAIN RED GUM		8/4" Nos. 1 & 2 Com.	185,000'
4/4" No. 1 Common	113,000'	HICKORY	
4/4" No. 2 Common	183,000'	6/4" Nos. 1 & 2 Com.	53,000'
PLAIN SAP GUM		8/4" Nos. 1 & 2 Com.	111,000'
5/8" FAS	149,000'	MAGNOLIA	
4/4" FAS	107,000'	4/4" No. 2 Com. & Btr.	58,000'
6/4" FAS	66,000'	SYCAMORE	
4/4" No. 1 Common	243,000'	4/4" No. 2 Com. & Btr.	66,000'
5/4" No. 1 Common	59,000'		

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

Ready for Prompt Shipment

4/4 1st & 2nd Genuine Tupelo	5 cars
4/4 No. 1 Common Genuine Tupelo	5 cars
4/4 6 to 12" 1st & 2nd Cottonwood	3 cars
4/4 13" and wider 1st & 2nd Cottonwood	3 cars
8/4 Select Yellow Cypress	3 cars
6/4 Log Run Beech	1 car
6/4 Log Run Sycamore	1 car
6/4 Log Run Soft Maple	1 car

Delivered prices on these, or any other items of Southern Hardwoods or Cypress, submitted on request.

Baker-Matthews Lumber Co.

QTD. RED GUM, SND.		6/4" 1s & 2s	40,000'
5/4" 1s & 2s	13,000'	6/4" No. 1 Com. & Sel.	100,000'
5/4" Com. & Btr.	13,000'	QUARTERED RED OAK	
8/4" Com. & Btr.	50,000'	4/4" Com. & Btr.	30,000'
PLAIN SAP GUM		4/4" No. 2 Common	35,000'
4/4" No. 1 Com. & Sel.	15,000'	PLAIN WHITE OAK	
4/4" No. 2 Common	30,000'	3/4" 1s & 2s	15,000'
4/4" No. 3 Common	30,000'	3/4" No. 1 Com. & Sel.	15,000'
5/4" No. 1 Com. & Sel.	50,000'	4/4" 1s & 2s	50,000'
6/4" Com. & Btr.	35,000'	5/4" 1s & 2s	12,000'
PLAIN RED GUM		5/4" No. 1 Com. & Sel.	35,000'
4/4" No. 1 Com. & Sel.	25,000'	8/4" Log Run	15,000'
5/4" No. 1 Com. & Btr.	15,000'	QUARTERED WHITE OAK	
6/4" No. 2 Common	100,000'	4/4" 1s & 2s	40,000'
QUARTERED RED GUM		4/4" No. 2 Common	50,000'
4/4" No. 1 Com. & Sel.	15,000'	4/4" C. & B. Strips	30,000'
5/4" No. 1 Com. & Sel.	25,000'	6/4" No. 1 & 2 Com.	35,000'
		8/4" No. 1 & 2 Com.	14,000'

Geo. C. Brown & Co.

PLAIN WHITE OAK		PLAIN RED GUM	
5/8" 1s & 2s	10,000'	5/8" No. 1 Com. & Btr.	30,000'
5/8" No. 1 Common	30,000'	4/4" No. 2 Common	15,000'
5/8" No. 2 Common	15,000'	QUARTERED SAP GUM	
4/1" No. 2 Com. & Btr.	70,000'	8/4" No. 1 Com. & Btr.	60,000'
6/4" No. 2 Com. & Btr.	75,000'	PLAIN SAP GUM	
PLAIN RED OAK		5/8" No. 2 Com. & Btr.	80,000'
5/8" Nos. 1 & 2 Com.	70,000'	4/4" No. 2 Common	100,000'
3/4" No. 2 & No. 2 C.	250,000'	4/4" No. 2 Com. & Btr.	27,000'
6/4" No. 2 Com. & Btr.	170,000'	8/1" No. 2 Common	20,000'
PLAIN MIXED OAK		COTTONWOOD	
4/4" Sound Wormy	25,000'	4/4" Box Bds., 13-17"	50,000'
4/4" No. 3 Common	50,000'	4/1" Box Bds., 9-12"	100,000'
6/4" Sound Wormy	50,000'	4/4" 1s & 2s, 13" & up	30,000'
6/4" No. 3 Common	30,000'	4/4" 1s & 2s, 6-12"	50,000'
QUARTERED RED GUM		1/4" No. 1 & 2 Com.	45,000'
8/4" No. 1 Com. & Btr.	60,000'	5/4" Dog Boards	30,000'
4/4" No. 1 Com. & Btr.	12,000'	CYPRESS	
4/4" Fig'd No. 1 Com.	15,000'	4/4" Shop & Btr.	31,000'
8/4" No. 1 Com. & Btr.	38,000'	3/4" Shop & Btr.	80,000'
		8/4" Shop & Btr.	110,000'
		8/4" No. 2 C. (Dimer.)	50,000'
		1/4" No. 1 & 2 Com.	45,000'
		5/4" No. 2 Common	20,000'

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

QUARTERED WHITE OAK

4 1/2" FAS	25,000'
4 1/2" No. 1 Common	20,000'
4 1/2" No. 2 Common	12,000'
5 1/4" FAS	30,000'
5 1/4" No. 1 Common	8,000'

QUARTERED RED OAK

4 1/2" FAS	20,000'
4 1/2" No. 1 Common	5,000'
5 1/4" No. 1 Common	8,000'

PLAIN WHITE OAK

4 1/4" FAS	77,000'
5 1/4" FAS	38,000'
16 1/4" FAS	5,000'
4 1/4" No. 1 Common	381,000'

5 1/4" No. 1 Common	130,000'
5 1/4" No. 1 Common	2,000'
8 1/4" No. 1 Common	14,000'
10 1/4" No. 1 Common	4,500'
12 1/4" No. 1 Common	12,000'
4 1/4" No. 1 Common	82,000'
5 1/4" No. 1 Common	16,000'
4 1/4" No. 1 Common	30,000'

PLAIN RED OAK

5 1/4" FAS	33,000'
4 1/4" No. 1 Common	230,000'
5 1/4" No. 1 Common	55,000'
4 1/4" No. 2 Common	65,000'
4 1/4" No. 3 Common	35,000'

PLAIN RED AND WHITE OAK

4 1/4" Sound Wormy	72,000'
QTD RED AND WHITE OAK	
4 1/4" Sound Wormy	25,000'

QUARTERED WHITE OAK

5 1/2" FAS	18,000'
5 1/2" No. 1 Common	50,000'
4 1/2" FAS	30,000'
4 1/2" No. 1 Common	100,000'
6 1/2" FAS	10,000'
6 1/2" No. 1 Common	25,000'
5 1/2" No. 1 Common	10,000'

PLAIN WHITE OAK

5 1/2" No. 1 Common	38,000'
5 1/2" No. 2 Common	75,000'
4 1/4" No. 2 Common	30,000'
5 1/4" FAS	10,000'
5 1/4" No. 1 Common	5,000'

PLAIN RED OAK

3 1/4" No. 1 Common	100,000'
3 1/4" No. 2 Common	75,000'
4 1/4" FAS	18,000'
4 1/4" No. 1	75,000'
4 1/4" No. 2	100,000'
5 1/4" FAS	5,000'

PLAIN SAP GUM

5 1/2" FAS	18,000'
5 1/2" No. 1	18,000'
5 1/2" No. 2	75,000'
7 1/4" FAS	20,000'
3 1/4" No. 1	20,000'
3 1/4" No. 2	35,000'
4 1/4" FAS	35,000'
4 1/4" No. 1	15,000'
4 1/4" No. 2	75,000'
6 1/4" No. 1	50,000'
6 1/4" No. 2	150,000'

QUARTERED RED GUM

1 1/2" Com. & Btr.	18,000'
5 1/4" Com. & Btr.	60,000'
6 1/4" Com. & Btr.	60,000'
8 1/4" Com. & Btr.	75,000'

QTD RED GUM, SND

4 1/4" Com. & Btr.	15,000'
5 1/4" Com. & Btr.	15,000'
6 1/4" Com. & Btr.	60,000'
8 1/4" Com. & Btr.	60,000'

Ferguson & Palmer Company

QUARTERED WHITE OAK

4 1/4" FAS	28,000'
4 1/4" No. 1 Common	46,000'
4 1/4" No. 2 Common	45,000'
5 1/4" FAS	14,000'
5 1/4" No. 1 Common	20,000'
6 1/4" FAS	11,000'
6 1/4" No. 1 Common	16,000'
8 1/4" FAS	4,000'
8 1/4" No. 1 Common	24,000'

QUARTERED RED OAK

4 1/4" FAS	16,000'
4 1/4" No. 1 Common	38,000'

PLAIN RED OAK

3 1/4" FAS	35,000'
4 1/4" Com. & Btr.	48,000'
4 1/4" Sound Wormy	65,000'
5 1/4" Com. & Btr.	44,000'
8 1/4" No. 1 Common	11,000'

SYCAMORE

4 1/4" Log Run	35,000'
6 1/4" Log Run	20,000'

10 1/4" Log Run 85,000'

ELM

12 1/4" Log Run	108,000'
10 1/4" Log Run	84,000'
5 1/4" Log Run	50,000'
4 1/4" Log Run	24,000'

MAPLE

10 1/4" Log Run	65,000'
8 1/4" Log Run	30,000'
4 1/4" Log Run	20,000'

ASH

16 1/4" Com. & Btr.	30,000'
12 1/4" Com. & Btr.	92,000'
10 1/4" Com. & Btr.	80,000'
8 1/4" Com. & Btr.	73,000'
8 1/4" No. 2 Common	14,000'
6 1/4" Com. & Btr.	25,000'
6 1/4" No. 2 Common	15,000'
5 1/4" No. 1 & No. 2 Com.	33,000'
4 1/4" No. 1 Common	38,000'
4 1/4" No. 2 Common	45,000'
4 1/4" No. 3 Common	17,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

COTTONWOOD

4 1/4" BB. 9-12", 8 mo.	2 cars
4 1/4" BB. 13-17", 8 mo.	2 cars
4 1/4" FAS. 6-12", 8 mo.	3 cars
4 1/4" No. 1 Com., 8 mo.	4 cars
5 1/4" FAS. 8 mo.	4 cars
5 1/4" No. 1 Com., 8 mo.	5 cars

PLAIN RED GUM

4 1/4" No. 1 Com., 6 mo.	1 car
5 1/4" No. 1 Com., 6 mo.	2 cars

QUARTERED RED GUM

6 1/4" No. 1 Com., 6 mo.	1 car
8 1/4" Com. & Btr., 6 mo.	3 cars

PLAIN SAP GUM

4 1/4" FAS. 10 mo.	3 cars
4 1/4" No. 1 Com., 10 mo.	8 cars
4 1/4" No. 2 Com., 10 mo.	3 cars
5 1/4" FAS. 12 mo.	3 cars
6 1/4" FAS. 12 mo.	1 car
6 1/4" No. 1 Com., 12 mo.	5 cars

QUARTERED SAP GUM

8 1/4" Com. & Btr., 6 mo.	4 cars
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TIPELO

4 1/4" FAS. 12 mo.	3 cars
4 1/4" No. 1 Com., 12 mo.	5 cars

PLAIN RED OAK

5 1/4" No. 1 Com., 12 mo.	4 cars
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SYCAMORE

10 1/4" Com. & Btr., 12 mo.	2 cars
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MAPLE

8 1/4" Log Run, 12 mo.	1 car
10 1/4" Log Run, 12 mo.	1 car

CYPRESS

8 1/4" FAS. 8 mo.	1 car
8 1/4" Select, 8 mo.	1 car
8 1/4" No. 1 Shop, 8 mo.	1 car
4 1/4" No. 1 Shop, 8 mo.	2 cars
4 1/4" No. 1 Com., 8 mo.	3 cars

Johnson Bros. Hdwd. Co.

Brown & Hackney, Inc.

ASH

4 1/4" Log Run	91,000'
8 1/4" Log Run	70,000'
10 1/4" Log Run	58,000'
12 1/4" Log Run	38,000'
16 1/4" Log Run	33,000'

BASSWOOD

4 1/4" Log Run	56,000'
12 1/4" Log Run	75,000'

CYPRESS

4 1/4" Select & Btr.	40,000'
5 1/4" Select & Btr.	52,000'
6 1/4" Select & Btr.	45,000'
8 1/4" Select & Btr.	45,000'

ELM

4 1/4" Log Run	66,000'
6 1/4" Log Run	25,000'
8 1/4" Log Run	38,000'
10 1/4" Log Run	28,000'
12 1/4" Log Run	100,000'

QUARTERED WHITE OAK

1 1/2" FAS	12,000'
3 1/4" FAS	11,000'
4 1/4" FAS	20,000'

QUARTERED RED OAK

4 1/4" FAS	30,000'
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PLAIN WHITE OAK

8 1/4" FAS	11,000'
4 1/4" FAS	11,000'

Stimson Veneer & Lbr. Co.

INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD

4 1/4" Com. & Btr., 6 mo.	1 car
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8 1/4" No. 1 Com., 6 mo. 1 car

6 1/4" Com. & Btr., 4 mo.	1 car
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RED GUM

5 1/2" Com. & Btr., 6 mo.	1 car
4 1/4" 1s & 2s, 6 mo.	1 car
4 1/4" No. 1 Com., 6 mo.	5 cars

SOFT MAPLE

6 1/4" Log Run, 6 mo.	1 car
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RED OAK

4 1/4" 1s & 2s, 6 mo.	4 cars
4 1/4" No. 1 Com., 6 mo.	5 cars
8 1/4" Com. & Btr., 4 mo.	1 car

SAP GUM

6 1/8" 1s & 2s, 4 mo.	4 cars
5 1/8" No. 1 Com., 4 mo.	2 cars
6 1/4" 1s & 2s, 4 mo.	1 car
6 1/4" No. 1 Com., 4 mo.	2 cars

WHITE OAK

4 1/4" 1s & 2s, 6 mo.	2 cars
4 1/4" No. 1 Com., 6 mo.	5 cars

QTD. RED GUM

8 1/4" 1s & 2s, 6 mo.	1 car
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QTD. WHITE OAK

4 1/4" Com. & Btr., 6 mo.	1 car
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J. H. Bonner & Sons

PLAIN RED OAK

8 1/4" FAS	4,000'
10 1/4" FAS	12,400'
4 1/4" No. 1 Common	10,200'
5 1/4" No. 1 Common	6,000'
6 1/4" No. 1 Common	15,100'
8 1/4" No. 1 Common	15,700'
10 1/4" No. 1 Common	29,200'
4 1/4" Sound Wormy	11,000'
8 1/4" Sound Wormy	32,700'
8 1/4" No. 2 Common	13,500'
3 1/4" No. 2 Common	20,200'
1 1/4" No. 2 Common	17,700'
10 1/4" No. 2 Common	6,000'

PLAIN SAP GUM

5 1/4" FAS	9,000'
4 1/4" No. 1 Common	63,000'
5 1/4" No. 1 Common	28,000'

ASH

4 1/4-12 1/4" No. 2 C. & B.	2 cars
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COTTONWOOD

1 1/2" 6" & Wider	16,000'
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QUARTERED RED GUM

6 1/4" No. 1 Common	38,000'
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QUARTERED SAP GUM

8 1/4" FAS	11,000'
8 1/4" No. 1 Common	16,000'

QUARTERED WHITE OAK

4 1/4" FAS	10,100'
5 1/4" FAS	2,500'
6 1/4" FAS	4,500'
4 1/4" No. 1 Common	5,700'
4 1/4" No. 2 Common	29,000'
5 1/4" No. 2 Common	5,500'
6 1/4" No. 2 Common	8,000'

POPLAR

4 1/4" No. 1 Common	60,000'
8 1/4" No. 1 Common	15,500'
4 1/4" No. 2 Common	35,000'

Goodlander-Robertson Lumber Co.

HARDWOODS

MEMPHIS

PLAIN WHITE OAK

1 1/2" FAS	211,000'
5 8" FAS	211,000'
3 4" FAS	122,000'
4 4" FAS	201,000'
5 8" No. 1 Common	49,000'
4 4" No. 1 Common	191,000'
1 2" No. 2 Common	34,000'
5 8" No. 2 Common	61,000'
4 4" No. 2 Common	101,000'
4 1" No. 3 Common	150,000'

PLAIN RED OAK

3 8" FAS	66,000'
1 2" FAS	51,000'
5 8" FAS	38,000'
4 1" FAS	35,000'
5 8" No. 1 Common	87,000'
3 4" No. 1 Common	183,000'
4 4" No. 1 Common	150,000'

5 1/2" No. 1 Common	71,000'
1 2" No. 2 Common	26,000'
5 8" No. 2 Common	173,000'
4 1" No. 2 Common	71,000'
4 4" No. 2 Common	131,600'
5 4" No. 2 Common	29,000'
4 1" No. 3 Common	365,000'

PLAIN RED AND WHITE OAK

4 1" Sound Wormy	59,000'
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QUARTERED WHITE OAK

5 1/2" FAS	37,000'
4 4" FAS	276,000'
5 1/2" FAS	60,000'
6 4" FAS	96,000'
1 2" No. 1 Common	79,000'
5 8" No. 1 Common	117,000'
3 4" No. 1 Common	36,000'
4 4" No. 1 Common	702,000'
5 4" No. 1 Common	148,000'
6 1" No. 1 Common	74,000'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

QUARTER SAWN SYCAMORE

5 8" No. 2 Com. & Btr.	80,000'
4 4" No. 1 Com. & Btr.	27,000'
5 4" No. 1 Com. & Btr.	75,000'
6 4" No. 1 Com. & Btr.	100,000'

PLAIN SAWN SYCAMORE

5 8" No. 1 Com. & Btr.	100,000'
4 4" No. 1 Com. & Btr.	60,000'
5 4" No. 2 Com. & Btr.	200,000'
6 4" No. 1 Com. & Btr.	150,000'
10 4" No. 2 Com. & Btr.	75,000'

LOCUST

4 4" Log Run	20,000'
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HACKBERRY

5 4" Log Run	100,000'
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HICKORY

6 4" Log Run	28,000'
8 4" Log Run	150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

DIMENSION

OUR SPECIALTY IS HARDWOOD DIMENSION

We Offer the Following Specials
for Prompt Shipment

2 Cars Clear Sap Gum Squares	2 x2 -30"
2 Cars Clear Sap Gum Squares	2 1/2 x2 1/2 -30"
1 Car Clear Sap Gum Squares	2 x2 -10"
1 Car Clear White and Red Oak Squares	2 x2 -30"
2 Cars Clear White and Red Oak Squares	1 1/2 x1 1/2 -10" to 40"
1 Car Clear Ash Squares	2 1/2 x2 1/2 -30"

ALL DRY STOCK

SOUTHERN HARDWOOD LUMBER

C. B. COLBORN

PLAIN WHITE OAK

1 1/2" FAS	51,000'
1 1/2" No. 1 Common	172,000'
4 1" No. 2 Common	191,000'
8 1" No. 12" Plank	51,000'

PLAIN RED OAK

1 1/2" FAS	29,000'
4 4" No. 1 Common	191,000'
4 1" No. 2 Common	32,000'

PLAIN RED AND WHITE OAK

4 1" No. 3 Common	272,000'
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QUARTERED RED OAK

1 1/2" FAS	66,000'
1 1/2" No. 1 Common	121,000'
6 4" No. 1 Common	31,000'
8 4" No. 1 Common	31,000'

PLAIN RED GUM

5 8" FAS	27,000'
1 1/2" FAS	27,000'
1 1/2" No. 1 Common	77,000'

PLAIN SAP GUM

7 1/2" FAS	56,000'
1 1/2" FAS	122,000'
1 1/2" FAS 1 1/2" BR	75,000'

QUARTERED WHITE OAK

3 4" No. 1 Common	95,000'
4 1" No. 1 Common	57,000'
1 1/2" No. 2 Common	381,000'

QUARTERED SAP GUM

5 1/2" FAS	135,000'
5 1/2" FAS	20,000'
8 4" FAS	26,000'

QUARTERED RED GUM

5 1/2" No. 1 Common	67,000'
6 4" No. 1 Common	56,000'

ASH

4 4" Log Run	143,000'
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ELM

6 4" Log Run	56,000'
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Kellogg Lumber Co.

QUARTERED RED OAK

4 4" 1s & 2s	2 cars
4 1" No. 1 Common	5 cars
4 4" No. 2 Common	4 cars

PLAIN SAP GUM

5 4" 1s & 2s, 10" & up.	1 car
5 1" 1s & 2s, 13" & up.	1 car
5 4" 1s & 2s, 18" & up.	1 car

QUARTERED RED GUM

4 4" No. 1 Common	2 cars
5 4" No. 2 Common	1 car
8 4" No. 1 Common	1 car

QUARTERED WHITE OAK

5 4" No. 1 Common	1 car
5 4" No. 2 Common	1 car
6 4" No. 1 Common	1 car

QUARTERED SAP GUM

6 4" No. 2 Common	1/3 car
7 4" No. 1 Common	1/3 car
4 1" No. 1 Common	1/2 car

PLAIN RED GUM

4 4" No. 2 Common	5 cars
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The Frank A. Conkling Co.

COTTONWOOD

4 1" FAS	2 cars
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PLAIN RED GUM

4 1" FAS	1 car
4 4" No. 1 Common	1 car

QUARTERED RED GUM

4 1" FAS	1 car
4 4" No. 1 Common	1 car

PLAIN SAP GUM

4 4" FAS	1 car
4 4" No. 1 Common	2 cars

QUARTERED WHITE OAK

5 8" FAS	1 car
5 8" No. 1 Common	1 car

QUARTERED SAP GUM

4 4" FAS	1 car
4 4" No. 1 Common	2 cars
5 4" FAS	1 car

PLAIN RED OAK

4 4" No. 1 Common	1 car
4 4" No. 2 Common	1 car

PLAIN WHITE OAK

4 4" FAS	1 car
4 4" No. 1 Common	2 cars
5 4" FAS	1 car

QUARTERED WHITE OAK

5 8" FAS	1 car
5 8" No. 1 Common	1 car

QUARTERED SAP GUM

4 4" FAS	1 car
4 4" No. 1 Common	2 cars
5 4" FAS	1 car

PLAIN RED GUM

4 4" No. 1 Common	1 car
4 4" No. 2 Common	1 car

PLAIN WHITE OAK

4 4" FAS	1 car
4 4" No. 1 Common	2 cars
5 4" FAS	1 car

QUARTERED WHITE OAK

5 8" FAS	1 car
5 8" No. 1 Common	1 car

QUARTERED SAP GUM

4 4" FAS	1 car
4 4" No. 1 Common	2 cars
5 4" FAS	1 car

PLAIN RED OAK

4 4" No. 1 Common	1 car
4 4" No. 2 Common	1 car

PLAIN WHITE OAK

4 4" FAS	1 car
4 4" No. 1 Common	2 cars
5 4" FAS	1 car

QUARTERED WHITE OAK

5 8" FAS	1 car
5 8" No. 1 Common	1 car

QUARTERED SAP GUM

4 4" FAS	1 car
4 4" No. 1 Common	2 cars
5 4" FAS	1 car

PLAIN RED GUM

4 4" No. 1 Common	1 car
4 4" No. 2 Common	1 car

PLAIN WHITE OAK

4 4" FAS	1 car
4 4" No. 1 Common	2 cars
5 4" FAS	1 car

Dickson & Lambert Lumber Co.

COTTONWOOD

4 4" Box Boards, 9-12"	100,000'
4 4" Box Boards, 13-17"	100,000'
4 4" FAS, 6-17"	200,000'
4 4" No. 1 Common	100,000'

SOFT MAPLE

10 4" Log Run	150,000'
4 1" No. 2 Common	50,000'

CYPRESS

4 1" No. 1 Shop	100,000'
4 4" No. 1 Common	200,000'
4 4" No. 1 Com., 6", 8", 10", 12" Wide	200,000'

PLAIN SAP GUM

4 4" No. 2 Common	20,000'
5 4" No. 1 Common	100,000'
6 4" No. 1 Common	75,000'

QUARTERED SAP GUM

4 4" No. 2 Common	50,000'
6 4" Com. & Btr.	50,000'

PLAIN RED OAK

4 4" No. 1 Common	100,000'
8 4" FAS	100,000'
8 4" No. 1 Common	75,000'

PLAIN WHITE OAK

4 4" FAS	100,000'
4 4" No. 1 Common	100,000'
8 4" FAS	100,000'

QUARTERED WHITE OAK

5 8" FAS	100,000'
5 8" No. 1 Common	100,000'

QUARTERED SAP GUM

4 4" FAS	100,000'
4 4" No. 1 Common	100,000'
8 4" FAS	100,000'

PLAIN RED GUM

4 4" No. 1 Common	100,000'
4 4" No. 2 Common	100,000'

PLAIN WHITE OAK

4 4" FAS	100,000'
4 4" No. 1 Common	100,000'
8 4" FAS	100,000'

HARDWOODS

Chapman & Dewey Lbr. Co.

THIS PICTURE



AND

THESE FIGURES

35%..... 6" 34%..... 12"
 10%..... 7" 50%..... 14 & 16"
 55%..... 8" & wider 78%..... FAS
 16%..... 8 to 10' 22%..... Selects

will tell you something of our stock of bone dry 4/4
 Selects and Better HARD MAPLE.

Don't you want to know more about it?

C. C. COLLINS LUMBER COMPANY
 Rhinelander, Wisconsin

For Quick Sale BAND SAWN HARDWOODS at our MEMPHIS & LITTLE ROCK MILLS

5 4" FAS Qtd. White Oak.....	20,000'
5 4" No. 1 Com. Qtd. White Oak.....	75,000'
5 4" FAS Plain White Oak.....	60,000'
5 4" No. 1 Com. Plain White Oak.....	90,000'
5 4" No. 1 Com. Plain Red Oak.....	20,000'
5 4" FAS Qtd. Red Gum.....	25,000'
6 4" FAS Qtd. Red Gum.....	40,000'
8 4" FAS Qtd. Red Gum.....	70,000'
4 4" No. 1 Com. Qtd. Red Gum.....	45,000'
6 4" No. 1 Com. Qtd. Red Gum.....	85,000'
8 4" No. 1 Com. Qtd. Red Gum.....	100,000'
4 4" FAS Qtd. Sap Gum.....	85,000'
6 4" FAS Qtd. Sap Gum.....	100,000'
8 4" FAS Qtd. Sap Gum.....	150,000'
6 4" No. 1 Com. Qtd. Sap Gum.....	40,000'
8 4" No. 1 Com. Qtd. Sap Gum.....	65,000'
4 4" FAS Qtd. Fig. Red Gum.....	20,000'
4 4" No. 1 Com. Qtd. Fig. Red Gum.....	20,000'



E. L. BRUCE CO.
 MEMPHIS TENNESSEE

QUARTERED SYCAMORE

For prompt shipment we offer the
 following band sawed, edged and
 trimmed quartered stock. It's all
 sawed from the log, not resawed,
 and it shows good figure.

5/8 1s & 2s..... 25,000'
 5/8 No. 1 Common..... 85,000'
 5/8 No. 2 Common..... 15,000'

We also offer the following

PLAIN SYCAMORE

5/8 1s & 2s..... 10,000'
 5/8 No. 1 Common..... 50,000'
 5/8 No. 2 Common..... 40,000'
 4/4 No. 2 Common & Better.. 16,000'
 6/4 No. 2 Common & Better.. 10,000'

WRITE OR WIRE FOR PRICES

NORTH VERNON LUMBER MILLS
 NORTH VERNON, INDIANA

Bigelow
 HARDWOOD PRODUCTS

Lower Michigan Maple, Birch, Elm, Beech

5 4" No. 1 Com. & Selects Maple.....	100,000'
6 4" No. 1 Com. & Selects Maple.....	100,000'
6 4" Maple Step Plank.....	40,000'
8 4" No. 1 Com. & Btr. Maple, 50% FAS.....	150,000'
12 4" No. 1 Com. & Btr. Maple, 65% FAS.....	125,000'
16 4" No. 1 Com. & Btr. Maple 70% FAS.....	20,000'
14 4" No. 1 Com. & Btr. Maple, 50% FAS.....	38,000'
4 4" No. 1 Com. 5" & wdr. Birch.....	120,000'
10 4" No. 1 Com. & Btr. Birch, 60% FAS.....	50,000'
12 4" No. 1 Com. & Btr. Birch, 60% FAS.....	20,000'
4 4" No. 1 Com. & Btr. Soft Elm.....	40,000'
6 4" No. 1 C. & Btr. Soft Elm, 40% FAS.....	150,000'
12 4" No. 1 C. & Btr. Soft Elm, 60% FAS.....	70,000'
4 4" No. 2 Com. & Btr. Beech.....	100,000'
5 4" No. 2 Com. & Btr. Beech.....	125,000'

HARDWOOD SPECIALISTS
The BIGELOW-COOPER CO.
 Bay City, Michigan



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1922

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Vol. LII

CHICAGO, APRIL 10, 1922

No. 12

Review and Outlook

General Market Conditions

THAT QUIESCENCE which has marked trading over the past few weeks is showing evidences of slight relief here and there and getting under the surface of things, there is no difficulty at all in determining for a surety that the major woodworking groups are consistently gaining in solid optimism. The past week or ten days have added considerable of the rose-hued tint to the present landscape, though the basic conditions have not in themselves performed any remarkable evolution.

HARDWOOD RECORD has adhered for several months to the conviction that fundamental progress is satisfactory, though slow, and that the future will be characterized by a similar progress. The outstanding feature of any such orderly process is occasional fireworks on the side-lines, caused by local or otherwise restricted conditions. Insofar as the hardwood industry is concerned, such pyrotechnics are in no way unlikely in the future.

The past few weeks have been notably quiet, varying explanations having been offered of the reasons. Within the last week, though, several similarly startling events of just the opposite portent appeared. HARDWOOD RECORD's theory is that the wood-using trades at large have been playing with a fair reserve of stock; that is, reserve stock of sufficient quantity under the percentage of operation which has been maintained at most of their plants. This, though, has gradually been worn away, although the reduced percentage of operation at no time created the imperative necessity for immediate and extensive purchases. Not being under the compulsion of unusual production effort, the buyer has more closely watched his purchases and has also been safe in his manipulation of supplies and orders. Having had a reasonable protection for his reserve, through the non-existence of rush orders in his own shop, he has been able to bring pressure through restricted purchases where he has found that pressure would gain a better price for what material he might be in the market for. His attitude has without question contributed towards liquidation in lumber values, in many cases beyond the point safe for the producer, but the practice in itself has not of necessity been an indication of the true state of conditions among the woodworkers as a whole.

HARDWOOD RECORD is still confident that with gradually awakening demand, the buyer will be less and less inclined to play so strenuously with his lumber purchases, and will, too, be governed more in proportion by his manufacturing requirements and less

in proportion by his bartering instinct. The same thing holds in all lines of business and in all walks of life.

In the meantime the country is making a definite progress aiming towards complete stability. It is doubtful if any of us will recognize when it comes that condition of normal existence which we all desire, as our progress in this direction will be gradual and not marked by any mile posts. As one lumberman recently expressed it, times will be normal when the large agricultural implements manufacturers pay dividends on their common stock, meaning, of course, that the most important and last basic influence to be corrected is the agricultural business, and that when agriculture is properly ironed out, the implement folks, who are now a pretty blue lot, will again be doing nicely. Between now and then, though, there is a lot of very satisfactory and very nice business to be done, and it is not at all improbable that some other lines will in due time have attained sufficient advancement to considerably make up for the slackness in this end.

Regarding Sales Code

WHILE THE HARDWOOD LUMBER TRADE, and those, too, who buy hardwood lumber for utilization in their own plants, are in general familiar with the various steps in the effort to provide a sales code for hardwood lumber, it is quite likely that but a small percentage of either group fully understands the true purpose of such a codification of hardwood sales practice, or is familiar with the various provisions which it is sought to have incorporated in such code as may be submitted at the June meeting of the National Hardwood Lumber Association.

The development of hardwood merchandising covers an extensive period of time, during which conditions surrounding sale and purchase of hardwood lumber have undergone gradual, but drastic, changes. Originally the system of hardwood sales was so crudely organized as to bear not the remotest resemblance to current practices. Changing conditions, both surrounding the production and shipment as well as the utilization of hardwoods, have affected changing standards governing such transactions, each change being brought out through gradual evolution and being fully established only when its necessity became apparent both to the seller and the buyer.

HARDWOOD RECORD understands that the present sales code effort is for the purpose not of inaugurating new customs, but merely to codify practices accepted as fair and feasible as between the seller and the buyer. However, it is patent that no sales code

proposal should be sanctioned unless it is mutually fair, and, on the other hand, a sales code which is acceptable in essence to both seller and buyer should be supported by both sides, as such recognized prescription for proper trade practice would without question tend greatly to minimize trade offenses and eliminate in a measure the lack of harmony and understanding which have contributed so greatly to instability in hardwood markets.

HARDWOOD RECORD has every confidence that those members of the hardwood industry actively forwarding this work are anxious for the sincere expression of the consuming industries in order that such full proposal as may be placed before the convention will represent a forward step and it becomes apparent, therefore, that the consumers' best interest lies in thoroughly informing themselves on just what is contemplated and is working out.

In order that the discussion prior to action on the matter before the convention may be as exhaustive and results as near final as possible, both the consuming and the shipping trade should have impressive representation at the convention.

A Phase of Lumber Sales Worth Serious Thought

HARDWOOD RECORD HAS CONTRIBUTED A LARGE AMOUNT of space over the past ten or twelve years in an effort to stimulate consideration of hardwood dimensioning and recognition by prospective buyers of dimension stock of the true worth of that material in the average factory. Recent special inquiry sent out on the subject requesting information on certain specific phases has brought in some highly interesting communications. One in particular is impressive and it is with regret that we must refrain from publishing it in full.

The letter is distinctly startling in its revelations of a condition which may or may not be in the control of the hardwood industry, but it nevertheless points a grave danger in the matter of substitution of woods species in the fields which have always been essentially hardwood. This firm, for instance, has been purchasing annually some 300,000 feet of a certain kind of hardwood lumber which must be of specific lengths, anything less than fourteen feet being worthless. This company recently discontinued a certain source of supply that has always guaranteed stock meeting its requirements, this change necessitating the purchase of this lumber on the open market. It was found impossible to locate sufficient permanent supplies of hardwood put up to meet necessary specifications peculiar to this plant, and thus inquiry was addressed to the West Coast, from which source material of the required specifications and satisfactorily answering the purpose has been purchased. As our correspondent points out it is, of course, all right for the hardwood mill to adopt this attitude, but the consequence is that the West Coast people, having shown their ability and willingness to furnish dimension sizes, are profiting in the Middle West at the expense of the hardwood people.

In the same correspondence are revealed several similar instances which, while they have not yet swung this particular manufacturer to substitution for hardwoods, give promise of doing so in the near future.

The remedy is suggested in the same letter, being based not on this man's theory of hardwood manufacture, but on his considerable and very close contact with the operation of an extensive hardwood sawmill. To quote: "It is obvious that manufacture is growing more and more specialized in production. We have, for instance, turned over our entire facilities to the production of — and are the largest manufacturers in the country devoting their facilities exclusively to the production of this one line. "It would seem to me that the hardwood manufacturers' organization would do well to secure for users of lumber, especially those who require dimension stock, an estimate basis of their annual production and arrange in turn with the mills for the production of such hardwood lumber as could be used by these manufacturers. Now manufacturers whose stocks have been fairly well exhausted during the past year or so, are coming more and more into the market, inquiring for prices and in many cases making quantity purchases preparing for the revival of business which is slowly but surely coming."

"No manufacturer expects to buy firsts and seconds oak on a strictly dimension basis on as low a price basis as he could get random lengths and widths for. The manufacturer is perfectly willing to pay this additional price to get this dimension stock as anyone will prefer to secure a carload of material at \$100, practically every foot of which can be used at the factory, than to purchase a carload at \$50, 50 per cent or more of which is not even worth paying the freight on."

Without detailed analysis of the proposals contained in this letter, it is obviously a matter for real thought among hardwood manufacturers. The correspondent does not point a theoretical case, but emphasises the concrete fact that certain extremely important markets have been taken away from hardwood and delivered to competing woods through the fact that these markets can not be satisfied through the class of hardwood material offered for their purposes. A merchandising system which will surrender important markets rather than adapt itself to those markets is quite obviously missing a cog in its functioning.

The second suggestion may quite likely contain a substantial degree of theory in the eyes of the hardwood manufacturer, but it is nevertheless a plan which if ever effected would prove a godsend. The question of determining in advance the requirements of consuming markets and then allocating production in conformity to those established requirements would powerfully contribute to stabilizing the hardwood situation. But such a system would have to incorporate an unbreakable contract that would work both ways, protecting the buyer on a rising market and the seller on a falling market, and guaranteeing without qualification that the stock ordered must be shipped and that orders accepted are unqualifiedly non-cancellable.

But the fact remains that whether such remedy is applied or not, whether it is practicable or not, there have been imposing quantities of hardwood consumption surrendered to softwoods during the past few years and very largely through inability to get service from the hardwood interests.

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

*Logging Mahogany in Tropical West Africa

By Veeder Bertrand Paine

Foreword: The average American comfortably ensconced in his highly civilized home or office, smugly accepts the utility and beauty of his chair or table or other article of furniture made of African mahogany. This furniture is merely an article, or series of articles, that contribute to his comfort and perchance administer to his esthetic taste, if he have one. He takes it for granted, and never dreams of the toil and trouble, the romance and adventure, the white man's courage, that lies back of that mahogany furniture. If he could get the story of the beginnings of that furniture from those who know, he would open his eyes. If possessed of any imagination at all, his furniture of mahogany would take on a new meaning to him. It would connote the mystery and darkness of the tropic jungle, with its brooding menace of strange and terrible diseases, its huge slinking reptiles, its ferocious beasts of prey and hardly less ferocious black men. It would connote Nature in her rankest, most overbearing, threatening and baffling aspects. It would connote the indomitable courage, the adventurous will, the intelligence, of the Caucasian, who that he might serve the ends of commerce and the needs and foibles of his kind, dares contend with all these things.

This is the lesson that one gets from the article by Mr. Veeder Bertrand Paine, which is reproduced here through the courtesy of "American Forestry," in which journal it recently appeared. Mr. Paine is one of those adventurous spirits who has carried the white man's will round the world and planted his flags in the strangest and most deeply hidden lands. It is because of such men that we stay-at-homes enjoy the use of exotic products like African mahogany, and that the negro of the African jungle learns that the white man is "Lord of Creation."

It took something more than the mere acquisition of profit to send Mr. Paine down below the bottom of the parched Sahara desert to hunt for mahogany logs in the African jungle. If you should ask him, he would probably tell you that he went to make a living, that his was a job like any other job. And as proof of this, he could cite you to

the business-like method with which he did the job. But whether he knows it or not, it was not the lure of profit but the soul of adventure that sent him to Africa, just as it sent Eric the Red to "Vinland," Columbus to the West Indies and Pizarro to Peru and the conquest of the Aztecs.

In his youth there was a conspiracy on foot to make a lawyer out of Mr. Paine. It succeeded to the extent of giving him a degree from the University of Michigan. But when they had passed the sheepskin to him, nicely decorated with red seals and ribbons and all that sort of civilized stuff, he decided there was something he wanted to do besides bury his nose in the desiccated pages of law books and speak in well-modulated tones and strictly legal language to judges and juries. He took to the Michigan woods and in the 70's and 80's helped to convert the pine timber therein to the needs of civilization.

Then along in the 90's when this business of cutting down pine trees began to grow a bit prosaic, he hiked it to Indian territory and rode the ranges with the cow hands.

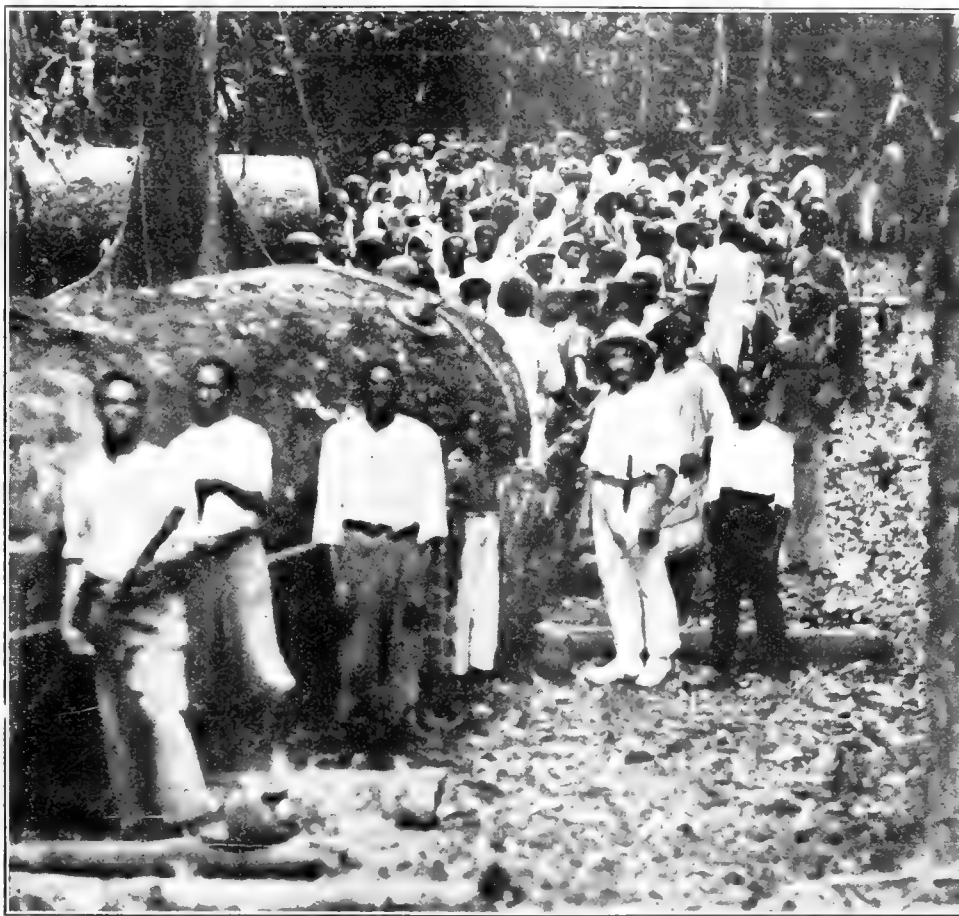
Along about 1903 the tramp and bellow of steers had grown commonplace and the lure of timber began to stir in Paine's breast again. He went down into the timbered area of

Southern Mexico and Guatemala to see if there was not some real timber pioneering to be done in those regions. About this time somebody happened to remark to him that the logging of mahogany on the West Coast of Africa was a man-sized job.

It almost goes without saying that in a short time Mr. Paine was engaged in the logging of mahogany in the "Gold Coast" on the harborless shores of the Gulf of Guinea. He kept at this work until 1915, when war conditions so interfered with labor and shipping that mahogany logging operations had to be radically curtailed. He then resigned the active management of the Mengel Mahogany Logging Company's operations and returned to the States.

In a letter to the Editor of HARDWOOD RECORD Mr. Paine has this to say of his work in Africa:

"The cruising of tropical jungles, treating with kings and chiefs for concessions and other timber privileges, securing white loggers



By courtesy of the American Forestry Magazine, Washington, D. C.

A MAHOGANY LOG HAULING TEAM

Competition between men of various tribes to get the heavy logs to the water in the quickest time frequently is a greater spur to hard labor than wages, abuse or praise

*Published by courtesy of the American Forestry Magazine, Washington, D. C., in the March number of which the article appeared.

from the States for camp foremen, importing laborers (mostly from the head hunting region in Liberia), opening logging camps, cleaning creeks, chartering and loading steamers, the ofttimes heartbreaking handicaps incident to a strictly pioneer proposition, were things that made the undertaking unique."—The Editor.

THERE are many features incident to getting out mahogany logs in tropical West Africa, and many difficulties to be overcome from the stump to the hold of a cargo steamer enroute to the mills in the United States.

The title to the trees must first be secured from the native chief, and this alone presents problems to be solved by the white man. For many years the natives have shipped squared mahogany timber to the Liverpool market, and trees of the size required to comply with the Colonial Forestry regulations, nine feet in cir-

dents and exciting adventures, but I will present as briefly as I may, the methods by which the logs are gathered in such quantities, brought to the shipping point and placed on board the chartered steamers. The entire enterprise aptly has been termed a pioneer proposition, and to describe its working developments we will start at the stump.

The foundation for a logging operation has already been laid by the ownership of the timber, and with an unlimited supply of the sinews of war always at command, the next important problem to be solved is the question of labor. The term labor has, on this coast, an unusual significance, covering as it does, not only manual, but as well the work commonly performed by horses, mules, oxen or by steam power. The native of the Gold Coast is not running about looking for a job in a logging camp, preferring to fish, hunt,



By courtesy of the American Forestry Magazine, Washington, D. C.

CLEARING THE WOODS TO BUILD A LOGGING CAMP

The Mahogany logging camps in West Africa are constructed to last for several years and to hold hundreds of native workers, and must be so arranged that different tribes or various clans of tribesmen may be somewhat separated

cumference, are not plentiful near to the banks of log-driving streams. Having secured a goodly supply of trees, I began the work of organizing logging operations on a scale sufficient to furnish five to six million feet to the mills in the United States annually.

No white man accustomed to logging work was to be found on the coast. Neither cattle nor horses can live there; there are no factories or shops to supply the requisite tools; no streams cleared and fit for driving logs; no booms in the Ancobra for holding logs in time of freshets; no harbor in which steamers can take cargo, which must be brought alongside in the open sea. It is four weeks by mail to the home office; one month by supply steamer from English ports, with countless minor difficulties to meet and new ones continually cropping up, so I may be pardoned for suggesting that this was rather a large order.

Each one of the great cargoes and each individual log in it has a history that would, if told, be of interest and full of strange inci-

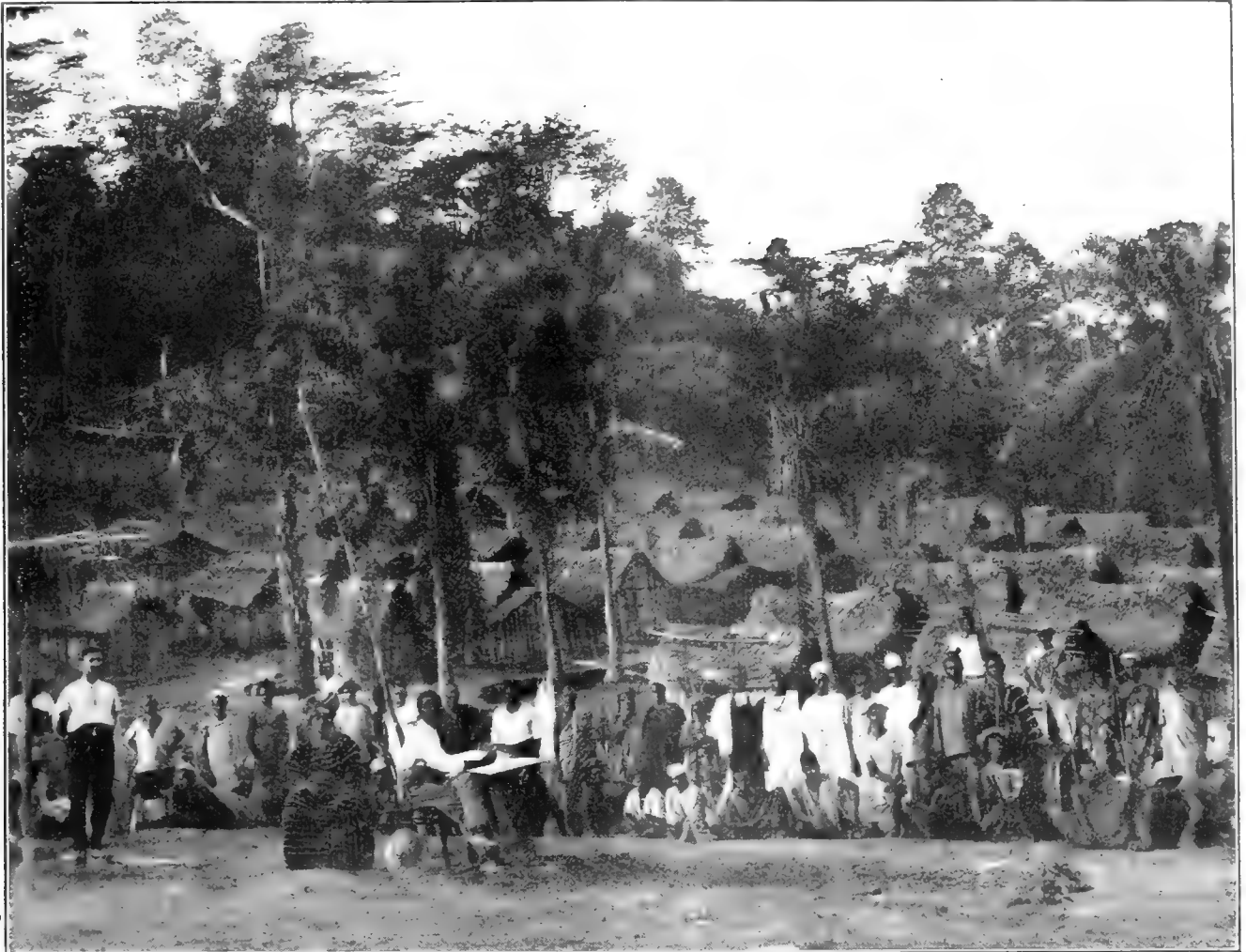
trade or to do nothing, letting his wives support him by their labor or by their wits, for the women are very keen as merchants. The main incentive for the young man to labor for wages is to earn the money with which to buy a few wives, the which accomplished, he needs not to toil nor spin. Another obstacle in the way of securing labor is the lack of confidence in the matter of payment of wages when due. It seems that both natives and Europeans who heretofore have essayed to get out logs, either failed to bring their logs to a shipping point or, if succeeding in this, forwarded the lot to the Liverpool market; the laborer being forced to wait for the return from brokers' sales, and these more often than otherwise showing a debit balance for freight and selling charges.

Another and prevailing feature of hiring did not meet our approval; the practice being perhaps made necessary by this same lack of confidence, to pay each man on hiring six months' wages in advance, no more to be paid until the end of the twelve months' term of hire. This plan had its advantages and its disadvantages

to both master and man. The laborer, if so inclined, might after receiving his advance, fail to show at roll call, and the places that knew him well know him no more. On the other hand, the employer might, and often did, by smooth talk and fair promises, get his output for the season safely on board a homeward bound steamer, taking passage himself, leaving the unsuspecting laborers with their unpaid balances. The native employer finds the evading of payment more difficult. He cannot run away; he must stay and face the music. He ships his logs on the same kind of promises, but when, after long and weary waiting, the logs are sold and the sales account is received, the balance due, if any, is absorbed by the local merchants, who have furnished tools and supplies and

logs are left to come or stay, most of them stay. The high waters overflow the river banks, the floating timbers take to the woods and when the waters recede are left in inaccessible places, hard to find, and the cost of returning them to the bank is greater than to cut and haul new wood. The crew may bring suit and attach the logs where they are, but there is not any real value and both wages and logs are lost. These and similar misadventures do not serve to inspire confidence of natives in employers of labor.

In beginning active logging, I declined to make advances or to let contracts, insisting on the American plan of doing business, hiring men for a twelve-month term on monthly wages, payable at the end of every three months. The people very soon learned that



By courtesy of the American Forestry Magazine, Washington, D. C.

CALLING THE ROLL IN A MAHOGANY CAMP IN TROPICAL WEST AFRICA

Most of the native workmen are secured from Liberia, the government of which country requires the payment of a tax of five dollars each for every laborer who is allowed to leave to work in another country

perhaps a little money, holding a lien on the logs as security. Again the laborer is found not worthy of his hire.

The contract system also is in vogue in some parts of the coast. The white man leases a tract of land said to carry mahogany timber trees. He then gives out to a native jobber a contract to bring to the mouth of the river a specified number of logs. The jobber hires his men and gives them an advance on wages, the cash being furnished by the white man. During the year, and as the work progresses, payments are made to the jobber, who spends the sum in other ways than in payment of wages, and just before the beginning of the rainy season, when the men are most needed and there is no time to fill their places, they demand a settlement and payment of wages due. As nothing is due to the jobber, the white man refuses further advances; the jobber has spent the money; the laborers leave the work; and when the driving water comes the

we had come to stay and that the pay was sure and the system gave entire satisfaction. The major part of labor on the Gold Coast is imported from Liberia and mostly from that district known as the Kru country.

The Government of Liberia demands a fee of five dollars a head for each man taken out of its country. To secure laborers from that country an agent must be sent to engage the required number and ship them on the first steamer calling at the port. Passage money is paid and on landing at Axim the entire party is lined up in front of the office, sorted into sizes and graded by apparent capacity for hard labor, names taken and wages fixed for the year on each grade and each individual, and the entire lot taken before the District Commissioner, who asks each one as he touches the pen to verify his signature by mark, "You 'gree?" If the man can say yes he does so, if not he grins and retires down the line. The head



By courtesy of the American Forestry Magazine, Washington, D. C.

A LOGGING CREW OF WANGARIAS FROM THE DESERT TRIBES, ALL MOHAMMEDANS

man of the gang usually speaks for all. The days of waiting for a steamer at the point of departure and the two days of practical fasting en route, result in a very lank and hungry looking company and the change in their appearance after a week or two with the new Massa is remarkable. The Kru-men or, as they are called, Kru-boys, and this regardless of age, are either beach men or bush men, the former best for boatmen or stevedoring and stowing cargoes; the latter are from the interior and best adapted to the work of logging.

After the crew has "signed on," as it is called, the requisite number of cooking pots and a large basin to each ten men are furnished them, a generous ration of rice being issued to the cook of each division; and it often happens that the manager's sense of humanity prompts an issue of rice as the first step in the proceedings.

The Gold Coast native is invariably known by the name which stands for the day of the week on which he was born. The year and the month are not taken into account and the age of a dusky belle is uncertain. There are other parts of Liberia from which laborers are

brought; and as the different districts are often either at open war, or are nursing old animosities handed down from one century to the next, the distribution of newcomers at the camps calls for experience fortified by tactful patience and unlimited authority. At best all are clannish. The men from one neighborhood will not mix in the living arrangements of other Liberians from another district. They say, "Massa, they be no from my country." If from the same village—"Massa, they be my brothers." To these men "my country" means my native village; "my brother," any man from the same place; and indeed, the men from one neigh-

borhood bear such close family resemblance that without further inquiry one would believe them to be really brothers as claimed. When asked if they have the same father or mother, it is found that, so far as known by them, there is no close kinship. When it so happens that two men are born of the same mother, they stick still more closely together; and, if, peradventure, the same mother and father are held responsible for both, their pride of ancestry is great indeed.

These untaught and entirely uncivilized so-called



By courtesy of the American Forestry Magazine, Washington, D. C.

WAITING FOR A HEAVY RAIN TO CARRY THE LOGS DOWN STREAM

The water in the smaller streams frequently rises in a few hours from a mere trickle to a raging torrent and as quickly subsides

heathens may well call each other brother. Their unselfishness puts civilized man to the blush. The smallest and youngest will share with his mates the least scrap of food that may be given to him. Among the many small boys that have served as house boys and table waiters, no women are employed for this work, not one ever has been known to fail to share any gift of eatables, no matter how tempting or how small a portion. Often a boy will carry his tid-bit all day and many weary miles and never so much as nibble at it, waiting to join his brothers at the end of the journey. "There ain't goin' to be no core" has no place in the heart of these heathen children.

After twelve years of logging with, at times, fifteen hundred

should be able to know to a nicety the amount of work in each division that may be accomplished, not tomorrow or next day, but today. Knowing the size of the trees to be felled, the measurement of the logs to be hauled and the length and condition of the logging road, each set of workmen must be given its task for the day. The axmen and the sawyers know how many trees must be felled and how many logs cross-cut, and the hauling teams the number of logs each team must haul to the banking ground. Careful observation with experience, soon teaches the foreman the amount of work of each kind the crew will do, working the full day with everything favorable and the men all seeming to be working with a will. After a few weeks of pushing them for a record, it is

generally a wise move to meet any indications of a feeling that they are working too hard or too long hours, by a suggestion that tasks or stunts will be given out and that when these are finished for the day, the day's work is done. It will be safe to add to the average day's work as much work as ten per cent and, on occasion, even more than this and as a rule the stunts will be finished and the men in camp long before the ordinary quitting time. The point is that they are men and not brutes, and as each one is desirous of doing something for himself, he puts into the work not only his strength but his will power. He is also, as he says, "a free man," even while at



**CROSS-CUTTING A MAHOGANY TREE,
WEST AFRICA**

people at work, there are now many old hands who understand our work well, and whether felling trees, cross-cutting logs, hauling, driving the streams or rafting, are competent and efficient. To get from this labor the best results, whether Liberians, natives of the Coast or from the far interior bordering on the desert, requires patience, tact and experience. Flogging is practiced in some quarters but this we do not permit. Kind treatment, patience to listen to grievances, firmness, justice in deciding all matters, but never yielding one jot or tittle to importunities or demands, give satisfactory results.

It often is the case that the native has not understood the white man's order and this may cause him to hesitate and so seem guilty of disobedience. To knock the man down with fist or club, and perhaps beat him unmercifully, an unresisting creature, without a word of explanation, is the practice in places on this Coast, but less so in the British protectorate than elsewhere. Neither as manager nor as a man can I look upon the assaulting of one who is certain not to resist, as other than cowardly and brutal. When one of our laborers fails to do his duty or his work in a satisfactory manner, after a fair trial he is dismissed and paid. Plenty to eat, prompt payment, with a certain dismissal for cause, are forces in the control of black labor, requiring no aid from violence. No difficulty has yet arisen with our labor that one word from "Big Massa" did not settle without argument, nor any disturbance among themselves that a word from the same authority did not quell and this without threats of punishment or show of arms.

In West Africa the success of logging in all its branches depends to an unusual degree on the tact and good judgment, as well as skill, of the camp foreman in immediate charge of the men. He



By courtesy of the American Forestry Magazine, Washington, D. C.

**TYPICAL HOME OF WHITE LUMBERMAN IN MAHOGANY REGION OF
WEST AFRICA**

work. After the work of the day is done, he certainly is free to till his little patch of ground, visit his traps set in the creek for crabs or his bush-trap set for dryland meat; to bathe, chop, dance or sleep; and in order to enjoy these privileges he goes at the work with his shoulder well up in the collar, doing the work not like the unthinking horse, but with intelligence and vim. The method is not free from its problems required to be understood and solved. Should the task prove to be lighter than the foreman estimated, the crafty ones on the team are too wise to finish the job too early, lest the foreman considerably increase future tasks, so they dally and put in the time, only appearing at camp at a reasonable hour. The Liberian laborers live on rice. This is boiled in large iron pots and served by pouring out into basins the size of a large washbowl. This rice is supplemented, when circumstances permit, with a mixture of palm oil, pepper pods pulled from the

shrub, roots and succulent sprouts of various palms and bamboo plants, leaves of spicy and aromatic bushes, all crushed between two stones rubbed one upon the other, the whole served in another wash dish, in which are placed ready-cooked crabs, snails, small fish and any other meats, the result of their ingenious methods of catching these. The cook places the two bowls on the ground side by side, the men seat themselves within reach and each grabbing a handful of rice rolls it dexterously into a ball, dips it into the savory mixture, tosses it into a very wide open mouth and repeats the operation until both bowls are

clean. Rice and salt, with a small sum of money to each on Saturday, called by the men "fish money," is the entire ration issued. The Gold Coast native does not eat rice when he can avoid doing so, preferring to live on the food products of his own country—maize, yams, plantains, bananas, palm nuts and palm oil, sugar cane, with all the native condiments above mentioned besides a host of others. To him no rations are issued, but a fixed sum in cash is paid to each man on the first of every month, with which he buys his own food supplies. Each little clique and clan does its own cooking, has its own pots and pans.

One of the first things to be done after a camp is opened is to clean the stream and put it into the best possible condition for floating and driving logs. In doing this work it is difficult to make the native workmen understand how thoroughly it should be done. A crew sent to cut out old logs, driftwood, fallen trees and other obstructions from the bed of the creek, over a certain limit, will report on their return that the work is finished according to orders. On inspection these various obstacles will be found practically untouched, only such timbers cut out as might stop the logs on the very highest floods. Called to book, they say: "Massa, God bring the big water; log he pass one time." These people rely for many things on the direct help of gods—not the God of the Bible, but their own several gods.

Lest it might prove dull reading, I refrain from narrating particulars of the general work, nor will I give details of the countless difficulties, seen and unforeseen, to be met and overcome; the untried creeks, the ignorant and unskilled labor, the disappointing qualifications and characteristic failings of the lumberjacks sent over to act as foremen and to educate the natives in the use and care of tools; the self-evident disadvantages of five thousand miles and four weeks' time from the base of supplies; the "white man's grave" reputation of the West Coast as a deterrent to securing first-class men from the States to assist in the work; the abnormal and not-within-the-memory-of-the-oldest-inhabitant and therefore unexpected, floods in the dry season, or seasons dry when by all



By courtesy of the American Forestry Magazine, Washington, D. C.
BUNGALOW OF WEST AFRICAN MAHOGANY CAMP FOREMAN, SHOWING PAW-PAW FRUIT AND LEOPARD SKINS

precedents since the time of Noah, the floods are due; the entire lack of roads and ordinary means of transportation of camp supplies; besides the other thousand and one matters constantly cropping up requiring an offhand decision by the general manager—the healing of the sick, or, failing in that, the burial of the dead; correspondence with the home office, of the nature of ancient history—two months elapsing before the mail can possibly bring a reply; the unpleasant half hours wherein one feels that the determination not to turn one's back upon an undertaking but rather to stay with it until success has crowned the effort,

is an exhibition of stubbornness and pride irreconcilable with the possession of common or even horse sense.

The duties of the manager, as will readily be seen, cover a wide and diversified field of action. He must be ready on his own initiative, as the referendum is two months away, forty days by post and cabling costs one dollar and a half per word each way. The redeeming feature of this self-imposed life in exile in West Africa is found in the multifarious duties here mentioned, and in the fact that one finds the time fully occupied, each day too short for the work; and the same is true of the weeks and months and years. Yet, to be entirely content, one needs a touch of Hearn or Stevenson in one's blood or brain, with a dash of Crusoe, the unequalled in all emergencies. In mentioning the characteristic traits of the West African native, including Liberian and Gold Coast peoples, one feature stands out prominently to his credit, and by comparison uncomplimentary to civilized white man. In the performance of an important trust confided to him, he is absolutely reliable and beyond temptation to betray confidence. In sending money to the camps to pay quarterly wages, the only means of carrying the cash is on the heads of carriers. The entire sum is in silver coin, British florins, shillings, six-pences and three-penny pieces. In this coin an equivalent of one thousand dollars weighs sixty pounds avoirdupois, a load for one carrier. The money is placed in canvas bags and carefully sealed with wax. To reach the farthest camp these men must walk five days through the forest, sleeping where they can, but usually at some native village. I have many times sent a single laborer with two hundred pounds, starting alone and unattended, to the farthest station and as high as six hundred pounds or three thousand dollars, by native laborers in charge of a native clerk to the different camps; and, doing this dozens of times, have never lost a penny through the default of these honest and illiterate heathen. The carrier's wage is twenty-five cents a day, with six cents for chop money, the clerk, in charge only because he can read and write and speak a little English, sign and receive receipts, drawing a salary of twenty dollars a month.



By courtesy of the American Forestry Magazine, Washington, D. C.

WEST AFRICAN MAHOGANY LOGGING CREW WITH WHITE FOREMAN



By courtesy of the American Forestry Magazine, Washington, D. C.

COMING INTO THE BANKING GROUND WITH A MAHOGANY LOG IN TROPICAL WEST AFRICA

The great continent of Africa spread out before them where to choose, the inbred characteristic herein mentioned becomes a valuable asset to his white employer.

The rainy seasons are best for hauling, the skids over which the flattened logs slide along the logging road are wet and slippery and this greatly facilitates the work. In a dry spell of weather the foreman resorts to the expedient of placing on the skids the juicy, succulent leaves of the plantain, in size six to ten feet long and two to three feet wide, with a large stem full of sap. These placed in front of the log for it to slide over are as good as twenty men added to the team. Hauling after a time becomes monotonous, and an occasional day or two at floating logs away from the landing is welcomed by all the laborers who "savey swim." River driv-

but the mahogany trees are missing. Hundreds of trees have been felled and never hauled, the native logger having exhausted his resources and so abandoned the tree to moulder and rot where it fell. This kind of waste is still going on, the ambition of the native to become a timber merchant being to his mind achieved when a few trees have been cut down, and in this condition the logs are offered for sale, the only requisite before delivery being an advance of cash to pay labor. In most cases the advance is used for other purposes and the logs lie and rot, serving meanwhile as a bait for further advances from new purchasers. Along all floating rivers and creeks, thousands of the finest and most available mahoganies have been used in the making of canoes or dug-outs, such as the natives use for river travel and transport. Other



By courtesy of the American Forestry Magazine, Washington, D. C.

THE MILL CAN NEVER GRIND WITH THE WATER THAT HAS PASSED

Unless the logs are ready for the floating when the small streams rise suddenly it may be a long time before there is enough water to carry them out, so night and day the camp foreman must be ready to rush his crew to the stream when water comes. The lettering on the logs indicates the Mengel Mahogany Logging company

ing is under most conditions devoid of the elements of romance, at times full of danger, but seldom is carried on at night. No one inexperienced in driving logs can understand the disadvantages and awkward possibilities of night work. A shadow will deceive the most practiced eye, but will not serve the usefulness of a real log in supporting the luckless driver who leaps upon it in his work. In tropical Africa success in log driving is to be gained only by constant vigilance and being always ready to take advantage of the water the moment it rises. Without warning, a creek may fill with water to a floating stage, and in an hour or two the flood will have subsided, leaving the stream in its normal flow, and the log will never float "with the water that has passed."

On the larger streams, the mahogany trees have long since been cut; some of them in recent years have been made into logs and taken to market, but by far the greater number have been felled during the centuries that the continent has been inhabited. This has been done in clearing ground for villages and patches of land for planting crops; the process is still going on, though to less extent. These old clearings are now grown up to young forest,

mediums of destruction have assisted in so stripping the forests of their mahogany trees that the logger is now obliged to utilize the smaller creeks and tributaries, and even here, though in lesser degree, are found the same conditions.

On the small streams one must rely entirely on rainfall to drive logs to the main rivers. The more thorough the work of preparing the bed of the stream, the less water will be required, but at best the rains must fall. The heavy showers do not, as a rule, time their coming to suit the riverman. More often than otherwise, they begin to fall late in the day from four to six o'clock. The rain may fall in torrents for an hour or two and not perceptibly raise the creek at the place the water is needed, being a local shower not reaching any of the country the drainage of which feeds the upper tributaries. The rains that fall far up the creek and beyond the range of local observation are the ones to furnish the water to float the logs. Throughout the season a watch must be kept both night and day on the bank of the stream to notify the foreman of a raise of water, and, if in the night, he must rouse the men. It may be that all are asleep and the camp as quiet as the night is dark.



By courtesy of the American Forestry Magazine, Washington, D. C.

MAHOGANY LOGS SQUARED FOR THE ENGLISH AND CONTINENTAL MARKETS

The work of getting out the heavy timber from the wood to the sea coast and the steamer has to be done by man and animal power, owing to the nature of the country and the distance from European or American sources of supply

Comes the watchman to the white man's bungalow with "Massa! Massa! Water he live for come!" "Go quick! ring bell!" is the order, and in a moment the camp bell is sounding its warning and the men are quickly astir and ready for the work in hand.

Without a path cut all along the bank and close to the edge it would be impossible to get near the creek or to the logs to work them, even in the daytime. To ride the floating rear at the tail of the jam is to invite collision with the overhanging branches, vines and grasses with edges like saw teeth, only to be swept at last into the water. Under ordinary circumstances such an incident would be an occasion for jokes and merriment to the rivermen lucky enough to witness the chagrin of their fellow, but here, with the swift running current, the banks submerged and armed against approach by a network of repelling brambles too flimsy and slender to sustain the man who grasps them, and through which it would be torture to penetrate if that were possible, the situation of the driver is serious at best, and in the night conditions are present which in the matter of safety to life and limb leave much to be desired.

Before the dry season ends, a quantity of dry bamboo has been gathered and stored under cover, split into narrow strips, tied into small bundles of suitable size for use as torches, to light as far as is possible the river drivers at their work. Lanterns are practically worthless, the light easily extinguished and failing in extremities and when life may depend upon a moment of light. There is no need ever to want for volunteers to carry these torches, as plenty of the bushmen "no savey swim," so they follow along the path and light up the water as well as is possible for the men at work on the logs. At the first alarm the foreman, taking with him a few men, has hurried down the stream to the head of the jam, where it lays as it was left on the sudden subsidence of a

preceding flood; the remainder of the crew in charge of the headman or native sub-foreman, are placed at the several "bad places" in the creek and at the rear, and all in readiness for the waters to rise to log-floating stage. Torches are extinguished to save them for the time of action. The "rise," if it comes at all, may last for an hour, or possibly two, though rarely for five or six, but, shorter or longer, there is no stopping of the work until the falling waters ground the logs on the bottom, there to remain in waiting for another rainfall. The torch bearer's job is no sinecure. Often he is up to his neck in water as the path crosses low places or the mouths of small rivulets up which the back water from the main stream sets far inland, and one hears the sizzle of a torch suddenly extinguished as its bearer loses his footing, it may be just when the non-swimmer is negotiating a pole, one that he himself had placed to serve as a bridge on just such an occasion as this one, but now two feet under water. Should he scramble out on the camp side of the bridge the chances are that he will make a sneak and disappear in the darkness, depending on the nature of the individual, or whether his boss is near enough to stop him. While the work is in progress a drizzling rain is likely to be falling, and soon the torch material becomes too damp to burn, though the natives are very expert at keeping these alight under trying conditions. When all have failed, the work must perforce come to a standstill and, unless the catastrophe has been anticipated in time, the crew may be left in places where they must wait for dawn of day or a rescue party from camp to relieve them from captivity.

It may be asked why obstacles are not removed before the work of driving begins. To this it may be said that everything is cut and cleared away as high from the bed of the creek as a man can reach with his machete, the work necessarily being done in the dry season, with little or no water running. The opening thus made

through the forest, like a log road or trail, resembles a tunnel with sides and roof of green. When the rains descend and the floods come, when no man can work at creek cleaning, the surface of the water on which the logs float may be eight, ten or even fifteen feet higher than when the dry season work of cleaning was done. The consequences may prove disastrous to the riverman as he passes through one of these submerged tunnels, its roof under water or so nearly so as to force the expert to take his punishment lying down, the tunnel dark enough by day and simply black at night, presenting a situation full of uncertainties, and perhaps as replete with dangers unknown (always most trying to a man of courage), as the passage through the Colorado Canon, a feat not lightly to be undertaken. In felling these big trees, the axmen do not stand on the ground nor lay the ax at the root of the tree. The first thing to be done is to cut four light poles and set them up for support of a scaffold made of four horizontal sticks lashed at the required height to the uprights, with more sticks laid across. On this precarious footing the axmen stand and chop all around the tree, which at last falls as it will, selecting its own bed ground, the natives climbing down and slipping away to safe quarters.

In cross-cutting, a ladder must be set up for the sawyers to stand on in starting the cut. Cross-cutting of big timber takes a lot of knowing how, else it is backbreaking work. The native is slow in getting into the right swing, is inclined to ride the saw, pull at an angle, push so as to buckle and bind, can not file or set so as to run free, does not properly block to prevent top binding, nor support the nearly severed log to prevent splitting, and it becomes necessary to instruct him on all these points. The same is true of the use of all logging tools and of the devices for taking advantage of the work in all its branches, and I am strongly impressed with the thought that from my endeavors along this line and the results accomplished by my coadjutors, I may rightfully lay claim to favorable recognition as having done real missionary work. Several thousands of bushmen taught the fine points of intelligent labor; how to prepare and lay the foundations for successful results; to rely on their own efforts rather than upon unusual and occasional manifestations of nature or, to use a favorite expression, "by God's power;" in short, to put them in the way of earning real money with which to buy the things they are at the same time "learning to want" a long step toward becoming "civilized." These items of progress may not entitle the claimant to any of the medals or prizes, rewards for meritorious deeds, yet it all seems like having done a vast amount of good to a large number of heathen, paying each individual wages, with board and lodging, for the privilege of educating him in a real, practical industrial school than which nothing will better serve to civilize or modernize the West African. If this educational work has been supplemented by examples of clean and decent living, the care of the sick and wounded, burial of the dead; prompt payment of obligations; patience with the ignorant and stupid; justice and kindly treatment for all, then it can not successfully be denied that some fairly good missionary labor has here been accomplished.

Quite naturally the question arises—why continue in the twentieth century to haul logs with man power? Since neither horses, mules nor oxen can be used, why not try the various kinds of steam power; cable ways, skidders, yarding engines, pole roads; tramways, railways, slides and other devices known to the logging fraternity?

Let us take it for granted that this matter has been given merited investigation and the use of the known methods found unsuited and not adaptable to the conditions. If there were real forests of mahogany, or if the trees could be found in groups or in ridges or in numbers in any locality, as is the case with the timber in temperate zones, modern, up-to-date methods might be used in logging. Of the mahogany tree, it may be said that it is "lost in an impenetrable forest."

Surrounded by hundreds of trees of different kinds and of all sizes, these magnificent monarchs of the woods stand apart from other members of the family and seldom more than three or four

trees near together, and more often standing alone with no other mahogany tree in sight. In fact, the trees to be felled are so scattering that roads must be built to each one, and so few in number that the cost of setting up logging machinery and moving it as the timber supply within its reach was exhausted, would deliver it to the banking ground by the primitive method, then the cost of the machinery, difficulty in landing from the steamer, and the almost impossible fact of moving it to the work, all this and many other expenses incident to the environment, make the man power most economical. Logs to be hauled, whether flattened on one side or squared, are leveled or rounded at the end in form like a sled runner, to slide more easily over the round skids laid across the road and four to six feet apart.

The hauling line is a one and one-quarter inch rope, attached to the logs as shown in the photograph "taken by our own artist on the spot."

Determined to make some advancement over the methods in vogue when David was gathering material for the building erected later by Solomon, the writer decided on experimenting with the caterpillar which lays its own track, as it crawls along over softish ground and minor obstacles. Had just succeeded in getting everything in shape for a thorough working tryout, when "grim-visaged war upreared his wrinkled front." Native labor became an uncertain quantity; cargo steamers were commandeered, the caterpillar ceased crawling, and this method of logging in tropical West Africa is still in the experimental stage.

Lumberjack Sky Pilot Urges Revision of Sherman Law

The Sherman Law must be rewritten, to relieve American business of the inhibitions which now lay so heavily upon it, the Rev. ("Parson") Peter A. Simpkin, Supreme Chaplain of the Concatenated Order of Hoo-Hoo, told the Lumbermen's Association of Chicago, in an address at the association's headquarters in the Lumber Exchange building, Chicago, on April 3. The interpretation put upon the Sherman Law by the Supreme Court in the Hardwood Case was characterized by the "Lumberjack Sky Pilot" as "the most serious inhibition ever fastened upon American business." It has removed, he declared, all legal basis for the gathering by trade groups of statistics on production, stocks, prices, etc., which are vital to an understanding of their business. Thus, American business is made to drift like a rudderless ship, without chart or compass. He urged that lumbermen bombard their representatives in Congress with appeals for the revision of the Sherman Law to conform to the present day needs of American business.

Because of the attacks of the Department of Justice and the Federal Trade Commission, Parson Simpkin said, American business is disorganized at a time when it is in the midst of the severest competition in its history. Business, he declared, will have to "muddle along" as best it can until the Sherman law is rewritten to relieve the situation. "That antiquated law of 1890 ought to be rewritten," he declared.

The Parson quoted Senator Borah as saying that out of some 3,000 bills introduced in the present Congress, some 1,500, or over fifty percent, contained clauses limiting the freedom of American business. This alarming evidence of a desire to legislate against business, and the attacks of the two Government departments aforementioned, were due in large measure to the "Business is business" attitude of the American business man, he said. This attitude had served to arouse the suspicions of and antagonize the public.

The Parson spoke at 10 o'clock, immediately following the luncheon period, and was introduced by Jos. A. Gorman of the Winegar-Gorman Lumber Co., chairman of the hardwood wholesalers' division of the association.

"Atkins Pioneers" Have Annual Dinner

The sixteenth annual dinner and frolic of the Atkins Pioneers, an organization of employees of E. C. Atkins & Co., Indianapolis saw manufacturers, who have been with the company twenty years or more, was held Saturday evening, March 18, in the dining room of the Spencer Hotel, approximately 110 members from the various branch houses and the headquarters being present. The organization was formed in 1906 and now has a membership of 158. At a business session following the dinner the following officers for the year were elected: William Weaver, president; Major M. Poole, vice-president; C. A. Newport, secretary, and Charles F. Aumann, treasurer.

Mr. Aumann is the oldest member of the Pioneers in point of service, having been with the Atkins company fifty-two years.

The Romance and the Practical in Mengel Mahogany

The majestic mahogany standing at its lonely post in the tropical wilds of West Africa, is suggestive of anything but the delicate and artistic boudoir suite, the richly furnished director's room, or any of the other accoutrements of modern civilization. And in truth without the addition of specialized organization and efficient transportation the tree itself is and never can be more nor less than just a tree.

The romance attendant upon converting the tree into the log preparatory to its further refinement is vividly told in Mr. Paine's interesting article in this issue of Hardwood Record. Mr. Paine correctly pictures mahogany logging in West Africa in a way that will prove interesting **as a story**. And yet, may we venture that the romance of mahogany would be non-existent and the trees forever remain undisturbed in the humid vastnesses of the Gold Coast were it not for such wonderfully perfected organization and such adequacy of ocean transportation as has been made possible very largely through The Mengel Company?

The splendid selection of wonderfully figured and high quality wood which has made the name MENGEL synonymous with the best in mahogany, can come only when the adequacy of logging facilities gives a wide and unlimited selection of logs in the forest.

That Mr. Paine's article gives a proper picture of the extent of the Mengel logging operations is indicated by the fact that his photographs picture scenes at our camps in West Africa. The famous M.M.L. CO's brand appearing in most of the logging pictures is the brand of our African logging company. This extensive selection of splendid logs shipped to this country is cut into veneers and lumber with equal attention to the details of perfect manufacture. Mengel mills have, through many years, greatly contributed to the supply of mahogany available to the world's markets.

The famous Mengel facilities are at all times available to those with whom mahogany is a factor.

THE MENGEL COMPANY
INCORPORATED
LOUISVILLE, KY.

Blodgett Becomes Chief of Manufacturers

John H. Kirby Retires as Head of National Lumber Manufacturers' Association with Warning Against Socialistic School of Politics; Secretary Hoover Confers with Members on Standardization and Protection of Buyer by Grade Marking

Retiring from the presidency of the National Lumber Manufacturers' Association after four successive terms, John Henry Kirby of Houston, Texas, issued, on the second day of the twentieth annual meeting in Chicago, at the Congress Hotel, April 4 and 5, a solemn warning to members of the association that they must stand together to resist the strong currents of socialism and nationalization of industries which are moving today in the stream of the nation's polity. "If there has been a time, at any time in the twenty years' period of this organization when there was greater necessity than at any other time for association activities, and especially those which this organization is conducting, that time is now," said the distinguished lumberman, who during four years has led the national association from a more or less demoralized and inadequately financed organization to an institution of nationwide influence and secure financial position.

"There is a school of thought in this country which is a menace to private property," Mr. Kirby continued. "There is a school of thought in high places among men who are normally sound and who would be offended if you charged them with leaning to the dogmas of socialism, who believe that the industrial progress of this Republic can best be promoted by nationalizing certain natural resources. You have no idea, unless you have been around Washington, how popular that thought is. Happily, there is in the White House a man who will halt such legislation when it gets to him. But he is only the Executive. They may pass it over his veto, or they may, by some other means, effect or attain the end they seek. A great man like Senator Borah advocates, probably for political expediency, probably because he sincerely believes it, the nationalization of the coal mines of the country. That is only the entering wedge, and the next step is an attack upon your property and upon other natural resources besides timber."

Then Mr. Kirby issued his warning: "You must be vigilant; you must be watchful; you must keep a line on legislative thought, especially in Washington, if you would maintain the principles enunciated in our Constitution and which we have followed up to this time."

Touching briefly upon the industrial situation, Mr. Kirby said that the present was "an encouraging hour for all lumber manufacturers throughout this great republic."

Speaking of the progress of the association during his four years of administration Mr. Kirby paid a glowing tribute to Dr. Wilson Compton, secretary manager, whom he said had contributed more than any other one man to the growth and prosperity of the association.

Blodgett Elevated to Presidency

The association elected John W. Blodgett of Grand Rapids, Mich., who had been first vice-president, to the presidency to succeed Mr. Kirby.

Other officers elected were:

First Vice-President—A. L. Clark, Dallas, Texas.

Second Vice-President—R. W. Vinnedge, Seattle, Wash.

Third Vice-President—F. G. Wisner, Laurel, Miss.

Treasurer—J. H. Kirby, Houston, Texas.

Secretary-Manager—Dr. Wilson Compton, Washington, D. C.

A board of directors was also elected and the following men connected with the hardwood industry were selected to serve on this: C. A. Bigelow and W. L. Saunders, representing the Michi-

gan Hardwood Manufacturers' Association; R. B. Goodman and A. L. Osborn, Northern Hemlock and Hardwood Manufacturers' Association.

The following were selected for chairmen of standing committees: A. C. Dixon, Economics; R. B. Goodman, Advisory Tax; Charles Hill, Trade Extension; J. W. Browne, Publicity; C. S. Keith, Governmental Relations; W. A. Gilchrist, Waste Prevention; G. S. Long, Forestry; A. L. Osborn, Transportation.

Hoover Promises to Help in Plan to Protect the Lumber Buyer

The attendance of Herbert S. Hoover, Secretary of Commerce, at the opening session of the twentieth annual meeting of the association, on April 4, for the purpose of discussing the simplification of lumber dimension and standards, reflects the growing importance of the organization, not only in the lumber industry, but in the Nation.

When introduced by Chairman Kirby, Secretary Hoover explained that he "had hoped for some opportunity to discuss with lumbermen the plans which are being made by them in relation to certain measures to protect the public as to grades, quality and so forth, and the measures that you are taking with regard to standardization, sizes, simplification of dimensions and things of that kind, and to see wherein the Department of Commerce can co-operate and assist you in such matters. I do not know what progress the association has made and I would really like to hear from some members of the association."

Pursuant to this request Edward Hines of the Edward Hines Lumber Company, Chicago; R. B. Goodman of the Sawyer-Goodman Company, Marinette, Wis.; John W. Blodgett of Grand Rapids, Mich.; A. C. Dixon of the West Coast Lumbermen's Association; Dr. Wilson Compton, secretary-manager of the National, and others, explained what is being done along the lines mentioned. Frank F. Fish, secretary-treasurer of the National Hardwood Lumber Association, who happened to be present, explained the inspection system of his organization, which by its bonded certificate guarantees fair dealing in hardwoods.

Mr. Hines recounted the action of the Southern Pine Association at its last annual meeting in recommending and taking steps to bring about the grade marking of lumber as a means of protecting lumber buyers. He explained, also, the intention of the Southern Pine Association (the largest member group of the National) to bring about not only the grade marking of lumber but the marking in a conspicuous way by the mill man of the quantity as well as grade of lumber in each car shipped.

In addition Mr. Hines described the plan of the Chicago Lumber Dealers' Association to protect the retailer and even the ultimate consumer of lumber by maintaining a corps of inspectors who will inspect lumber in any part of the city to insure the delivery all along the line of just what is sold. Mr. Hines said this practice could and probably would be followed in every big city in the country. The Chicago association, he declared, had appropriated \$20,000 with which to advertise its plan in the daily press.

At the request of Mr. Kirby, Mr. Hines also mentioned that the directors of the National were considering the inauguration of a system of national inspection (similar to that maintained by the National Hardwood Lumber Association), issuing a certificate



John H. Kirby, Retiring President



John W. Blodgett, Elected President



Dr. Wilson Compton, Secretary-Manager

backed by the association, testifying that a certain car contains so much lumber and that it contains the particular grade for the purpose desired.

Secretary Hoover wanted to know if it was "feasible to stamp the board contents on each stick?" but Mr. Hines explained that this was not feasible; that "the important thing is to have the grade shown," and that "that is very practical. We are doing that now in export. . . . If it can be done for export, it can be done for domestic use."

Goodman Clarifies Hardwood Situation

Mr. Goodman took the floor for the purpose of explaining that the discussion of the plan to inaugurate a system of National inspection applied to the softwood lumber industry, as "the hardwood lumber industry is organized . . . and in their purchase contracts it is stated that settlements will be made under National Hardwood Rules of Inspection. Those things are taken care of in the hardwood industry. I would say it is clear that 90 per cent of the hardwood industry is covered by the National Hardwood Lumber Association, and that they have their bonded certificates. There is hardly one per cent of dispute in connection with this, and if there is a difference of a certain per cent in money value, that difference is paid by the association to the complaining parties."

To this Secretary Hoover said: "I was wondering if there is not an enormous complexity of grades in the hardwood lumber business that are pretty difficult for the consumer to follow?"

Mr. Goodman replied: "There is a complexity in the number of woods, but the grades are not as complex as the trade calls for. For instance, in most hardwoods one grade is numbered 3 Common and in all the different sizes of No. 3 Common there is the necessity of dividing that grade up into No. 3-A or No. 3-Box, or, in different localities, it is given different names, according to the grades. I think that the greatest complexity of grades is in white pine, isn't it, Mr. Hines?"

Mr. Hines answered in the affirmative, and Mr. Goodman continued: "On account of the diversity of uses. One point is that the simplification of grades has a tendency, in the soft wood and in the hardwood industry, to a closer definition of grades, which means a larger number of grades, because of the economy in using certain pieces of lumber in lower grades, but of a certain type useable for a more specific purpose; so that we are gaining in the utilization, always, by having a larger or a more exact definition of each grade, which means a larger number of grades."

Here Mr. Hines again took up the conversation and explained

how the plan under discussion would be an additional safeguard over and above the insurance offered through the National Hardwood Lumber Association inspection system. He said: "In regard to the hardwood association this is true; they do not make a practice of putting on the car, for the protection of the public, the contents of the car and the grade. We want to meet those things face to face. There is in the hardwood industry a practice of mixing grades, and the ultimate consumer is imposed upon. If the hardwood association (meaning the National) would go on record, and I think they will, whereby in the car they will put a card showing the footage and the grade shipped, the buyer will know exactly what is in the car. That is really a long step in the right direction. Then, if there is any question, the hardwood association can have its inspection. The hardwood association has a very fine system of inspection and if called upon can verify the car and the grade."

Secretary Fish Explains National Inspection

Following some further exchange of views on this question, Mr. Goodman suggested that Mr. Fish be invited to explain the hardwood inspection method to Secretary Hoover. Complying with this invitation, Mr. Fish said: "The National Association today has a force of 86 hardwood inspectors, who issue what is known as our bonded certificate. The association guarantees the grade and the footage under those certificates. When I say 'guarantee,' I mean if it is wrong we will send the buyer who is injured a check fully protecting him against any financial loss. Now, if the consumers of lumber in this country will adopt the plan that hundreds of them—yes, thousands—have adopted, namely: to stipulate at the time he is buying hardwood lumber that the bonded certificate of the National Association shall be the basis, there is no chance for him to get anything except just what he is entitled to. I might add that this organization has been in the field twenty-five years, that is, the National Hardwood Lumber Association."

"What percentage of the hardwood industry is covered by it?" Mr. Goodman asked.

To this Mr. Fish replied: "Our present membership totals 1,446 concerns. Probably 75 per cent of them are manufacturers and the remaining 25 per cent are wholesale distributors. Just what percentage that is of the whole number selling the trade in the open we don't know, but I would say that fully 95 per cent of the hardwoods receiving any official inspection at this time is inspected under the National Hardwood Lumber Association rules and by the National Hardwood Lumber Association."

(Continued on page 32)

American Lumber Congress Reorganized

Institution Is Made Permanent at Its Fourth Annual Session; Turned Over to Three Branches of Lumber Industry; Hardwood Interests Play Important Part in Deliberations

The plan for the formation of a permanent American Lumber Congress, that should be truly representative of the three large divisions of the industry—manufacturing, wholesaling and retailing—was consummated at meetings of delegates from the three elements of the trade in the Fourth American Lumber Congress, held in Chicago at the Congress Hotel on April 6 and 7.

Jasper Peavy of the Peavy-Byrnes Lumber Company, Shreveport, La., was elected chairman of the Congress for the ensuing year, immediately after a permanent organization had been effected and a constitution adopted on April 7.

The plan was fostered by the National Lumber Manufacturers' Association, which directed the preliminary steps of organization and financed them. But the American Lumber Congress, as was insisted upon by the promoters, now has become an independent and sovereign body, belonging to the lumber industry as a whole.

The hardwood branch of the industry played an important part in the deliberations of the tentative Congress, and in its evolution finally into an independent and permanent organization. John W. McClure of Memphis, Tenn., first vice-president of the National Hardwood Lumber Association, presided over a portion of two of the sessions, and was one of the delegates from his association to the congress of organizers. Earl Palmer of Memphis, a director of and delegate from the National Hardwood Lumber Association, served on the committee on commercial practice and took a leading part in the debate on the matter which this committee formulated into recommendations which were adopted by the Congress. Geo. N. Harder, Wells, Mich., of the Northern Hemlock and Hardwood Manufacturers' Association was present as one of the delegates of the manufacturing group. Geo. N. Lamb, secretary of the American Walnut Manufacturers' Association, attended as a delegate of the manufacturers group. W. L. Saunders of the Michigan Hardwood Manufacturers' Association was present to represent his association among the manufacturers. Horace F. Taylor, president of the National Hardwood Lumber Association,

was one of the four men selected by the wholesalers' group to represent it on the standing committee of the permanent organization. Mr. Harder served on the commercial practice committee along with Mr. Palmer. A. L. Osborn, one of the best known leaders of the Northern Hemlock and Hardwood Manufacturers' Association, served on the trade extension and legislation committee. Mr. Saunders was on the standardization committee, and Geo. F. Kerns of Chicago, a director of the National Hardwood Lumber Association, served on both the trade extension and standardization committees. There were other hardwood men who played a prominent part in the deliberations of the Congress.

National Hardwood Standards Adopted

Another feature of pertinent interest to the hardwood industry was that upon recommendation of the standardization committee the American Lumber Congress endorsed "the standards as set up by the National Hardwood Lumber Association as applying to hardwoods."

The hardwood delegates from the National Hardwood Lumber Association voted for the Universal Order Blank, which was adopted, but Mr. McClure, as vice-president and delegate from that association, advised the Congress that while they approved the principle of the uniform acceptance order blank, they must make a reservation, which would preclude the hampering of their proposed Sales Code. "We do not want to take any action at this time which would bind us completely to this uniform acceptance order blank," said Mr. McClure, "for the reason that some details in that acceptance of order blank appear to vary slightly from the work that we are doing, and other details may develop. * * * We just want to make that reservation so as to get it in the record, that we won't be bound in our work on our sales code by any action taken at this meeting."

According to the constitution, or plan of organization, adopted

(Continued on page 30)



Horace F. Taylor, On Wholesalers' Division of Standing Committee



Earl Palmer, Who Took Prominent Part in Deliberations of Congress



John W. McClure, Who Presided at Several Sessions of Congress

Frozen Capital

Have you ever stopped to consider the amount of money you have tied up in your lumber inventories; the valuable space that is occupied, and the deterioration that develops the longer stock is held?

Competitive conditions today make it necessary to divert this capital to other channels. This can be done by the use of **"Chicago Mill" Dimension Stock**, kiln dried or air dried.

Capacity 2,000,000 Feet Per Month

Shipping Schedules Maintained

CHICAGO MILL AND LUMBER COMPANY

Dimension Lumber Department

111 West Washington Street

Chicago, Illinois

(Continued from page 28)

by the permanent Congress its affairs will be administered by a chairman, secretary and a standing committee of twelve. The chairman, the chief officer of the Congress, will be selected at large by the delegates to the Congress. The chairman will select the secretary. The standing committee "shall be designated at each annual meeting of the American Lumber Congress from its own number, by the delegates then present. The members of the standing committee shall so continue until their successors shall have been designated.

"The standing committee shall number twelve, including four delegates each, nominated by the delegates representing the lumber manufacturers, retailers and wholesalers respectively. The chairman and secretary shall be members ex-officio of this committee."

The officers of the Congress, in addition to the chairman, "shall be three vice-chairmen, selected from the standing committee, and a secretary. One vice-chairman shall represent each of the three divisions of the Congress, manufacturing, wholesale and retail. The election of the first standing committee had the following result, in addition to the selection of Mr. Peavy:

Kirby Heads Manufacturers Group

John H. Kirby was nominated vice-chairman of the manufacturers section, the additional members of which will be nominated later.

From retailers: W. S. Dickason, vice-chairman, Kansas City, Mo.; Frank F. Ward, Clinton, Iowa; J. A. Mahlstedt, New Rochelle, N. Y.; H. G. Foote, Minneapolis, Minn. From wholesalers: L. Germain, Jr., vice-chairman, Pittsburgh, Pa.; W. M. Beebe, Seattle, selected by member associations, and divided equally between the cinnati, O.

The Congress will be made up of not over one hundred delegates, selected by member associations, and divided equally between the three branches of the lumber industry, that is, thirty-three shall represent manufacturers or timber owners, thirty-three retailers and thirty-three wholesalers. The vice-chairmen shall be chosen from these ninety-nine delegates and the chairman shall be chosen at large.

It was provided that "the meeting of the American Lumber Congress shall be held annually in Chicago not later than April 30."

There will be no fees nor membership dues.

The Congress is described in its plan of organization in the following terms: "An open forum for the consideration, by organizations in the lumber industry, of problems of common interest, or production, distribution and use of lumber and other forest products; and to encourage the wider public use of lumber and greater efficiency in its manufacture and distribution."

The Congress "shall consist of all national, regional and state associations of timber owners, lumber manufacturers and lumber distributors, whether at wholesale or retail, which shall appoint delegates to represent them at its annual meeting. * * * But all lumbermen, whether delegates or not, shall be welcome to attend and to participate in its deliberations."

As a result of the work of its committees on commercial practice, trade extension and legislation and standardization, which was reported to the permanent organization of the Congress by the resolutions committee, the Congress adopted a number of principles and recommendations to the industry, which will be reported here somewhat in the order of their importance.

Grade Marking of Lumber Approved

In the matter of "Commercial Practice," or "Commercial Ethics," the Congress approved the "grade marking of lumber, as a means of protecting the lumber buyers;" adopted the fourth tentative draft of the Universal Order Blank, as formulated by the National Wholesale Lumber Dealers' Association; endorsed the inter-association arbitration procedure formulated at a meeting of representatives of seventeen lumber trade associations in Chicago in December 13, 1921, and adopted a set of ethical principles.

The approval of the system of grade marking of lumber furthers

a revolutionary movement for the purification of trade practices in the lumber industry. The principles applying to this plan, as adopted by the Congress, are as follows:

1. The grade marking of lumber, as a means of protecting lumber buyers.
2. Marks, in connection with the grade marking, by which the mill manufacturing and shipping the lumber can be identified through the association to which it belongs.
3. The placing in each car of lumber by the mill shipping such lumber of a card giving a piece tally of the grade or grades of the lumber contained in such car.
4. The rigid maintenance of grades through association inspection and action.
5. We believe in fair dealing, honest grades and the proper fulfillment of all obligations and contracts.

The Congress resolved that all branches of the industry subscribe to the following general rules to be applied in the conduct of their business:

1. We stand for the maintenance of a high standard of commercial ethics and honor in the trade.
2. We believe in the principle of arbitration. Two methods have been reported to our committee, both of which have worked effectively in the associations maintaining them. Some associations bind their members to arbitration, while other associations leave the same optional with members, but bind their members to abide by the decisions when arbitrated. Adopted by representatives of seventeen associations as principal and start in universal arbitration, we endorse the inter-association arbitration procedure adopted at Chicago, Dec. 13, 1921.
3. We desire to promote the lumber business for the general good of the entire industry and the welfare of our country.
4. We believe in publicity, the education of all branches of the industry to the highest standards, and in the dissemination of the proper knowledge of the economic uses of each wood.

The Congress adopted a number of other resolutions, detailed mention or even mention of which may not be made here because of the limitations of space. They applied to such questions as the national forestry policy, national transportation problems, extension of the use of lumber through closer co-operation of the several branches of the industry, etc.

Recommend Transportation Institute

Two of the resolutions applying to transportation were of such importance that they must be given more than passing reference. One was for the repeal of the Adamson Law, suggested to the resolutions committee by John W. McClure, and the other resolved that the American Lumber Congress should "recommend and work for the establishment of a National Transportation Institute, financially independent of the Government and under the guidance and supervision of men pre-eminent for their knowledge of transportation throughout the country and of known integrity, and that this institute shall undertake a survey of all phases and problems of transportation and disseminate a wider knowledge of the facts and of the solution of these problems."

The Congress was opened on April 6 by John W. Blodgett of Grand Rapids, Mich., the new president of the National Lumber Manufacturers' Association, who sounded the keynote of the assembly. "We are here for a single purpose," he declared. "We all derive our bread and butter through distribution of lumber, and we are here to do what we can to increase that distribution, increase the efficiency in the method and to heal the sore spots and to drive out any rottenness that there may be in any branch of the trade; unfortunately, human nature is so weak that there is always a little of it, which crops out in unexpected places."

Following the sounding of the keynote, Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, who was the directing mind in the tremendous task of formulating a plan and calling the industry together, addressed the delegates and explained the proceedings which should guide the Congress in its temporary organization.

After this the meeting was turned over to the delegates.

Palmer Gives Views on Arbitration

The first session was given over to a discussion of Commercial Practice, and the feature of that which will no doubt be of most interest to the hardwood industry was the address made by Earl Palmer of Memphis, delegate from the National Hardwood Lumber

(Continued on page 32)



Black Walnut

Band sawn stock.

Steamed carefully and uniformly.

Unexcelled facilities for Kiln drying.

Prepared to ship in mixed cars.

Ample stock in all thicknesses.

Wood Mosaic Company

LOUISVILLE

INCORPORATED

KENTUCKY

Main Office now located in Louisville, Kentucky

American Lumber Congress Re-organized

(Continued from page 30)

Association, on the question of arbitration, which was discussed at great length by delegates to the Congress. In part Mr. Palmer said:

In the discussion of this arbitration question, it seems that it has so far been viewed entirely as an inter-lumber proposition; that it has not gone outside of the ranks of the lumbermen; that the effort would be made to make painted angels, as Mr. Woodhead (Ben S. Woodhead, president American Wholesale Lumber Association) said, out of the lumbermen, curbing all of these instincts of making profit, going out fighting battles, and all of that, yielding in the shape of the helpless lamb by the process of arbitration, and at the same time leaving the ravening wolf loose to bite him in any way that he may see fit. In this instance I am likening the wolf to the consumer who buys lumber from any and all of us. We are all purchasers of lumber and we are all sellers of lumber, and the lumber has to be bought by the ultimate consumer. Any process of arbitration that does not take into consideration the consumer is not a complete proposition. It will not work to the interests entirely of the lumbermen. If we pass rules and regulations governing our own conduct of it, we will stand up so straight that we will lean over backwards and we will be at a disadvantage when we go and deal with a bunch of "birds" who are a trifle less unscrupulous.

My idea of a competent arbitration proposition would be not only to have it composed of lumbermen, but have it include the consumer of lumber and make him also stand up straight.

If we can get the consumer, the man that uses the lumber, the man that finally buys it—if we can get him into some form of arbitration, then we will have accomplished something more than might be hoped for from an ordinary plan of arbitration. We have accomplished much more than will appear on the surface, as evidenced by the cases that are settled by arbitration. My reason for holding to that belief is this: That the man who consumes your lumber, the man with whom we have all got to deal in the last analysis in this lumber business, does not care so very much about being shown up to the lumbermen, whether he is honest or dishonest. He does not respect us, but thinks that we are a bunch of crooks anyway, and he things probably it is perfectly all right in dealing with a bunch of crooks to be as crooked as they are. Therefore, when you disclose only the lumber side of any of these nefarious practices by the process of lumber arbitration, you don't hit the right spot. You don't get at his melt as you should, but when if you can devise a system of arbitration whereby that man's methods are disclosed to his own fellows in trade, to show the furniture man up to his own furniture people, that he is an unfair buyer, to show the mill man up to his own association of mill men, that he is an unfair buyer, then he is going to be very much more careful about how he handles his transactions; he is going to come very much nearer to toeing the mark of ethical regard, and you will not have nearly so many cases for arbitration.

In other words, my idea, to state it briefly, is to combine the whole proposition, to go into one hole as far as arbitration goes, to get in the three elements of the lumber trade—the producer, the distributor and the consumer of lumber, and work those into an entire arbitration proposition. I believe it is possible to do that, not by dealing with individuals but just as this lumber Congress is organized, do it through the associations, make it an inter-association proposition, not confined to the lumbermen, but to go out and take in all the other manufacturing associations, whatever they may be and get them in, and by getting them in then bind their memberships to the proposition of arbitration; not only to that, but as the gentleman, the cypress man said, go further with that and get into the ethical elements of the situation, get them to come to you and we go to them, and we will adopt some proposition, some sales code or code of ethics that is recognized not only by the lumberman, not only to be applied and used against the lumbermen, not only that the lumbermen will have to stand up straight, and if they do not they will be thrown outside of the organization that he has helped to build up, but also bring the consumers into our agreement and make the code of ethics or the sales code apply to their side of the transaction as well as to that of the lumberman.

The National Hardwood Lumber Association, which I represent at this meeting, is working on just such a plan as that. It has rather a broad vision as to the matter of the sales code. That proposition came up a year ago and we poured it out into the saucer to cool before action is taken, and we will probably take action on that question at our next annual meeting in June in this city. It has as its basis the recognition of those three elements of the trade, and we believe that the only thing that is fair to the lumbermen is to get a recognition on the part of the three elements of the trade to work and accept and recognize and be governed by a code that is not only applicable to the lumbermen, but one that also applies to the consumer of lumber, and that is what the National Hardwood Lumber Association is attempting.

Blodgett Becomes Chief of Manufacturers

(Continued from page 27)

Committee Will Work with Hoover

As an outcome of this conference with the Secretary of Commerce, the association later in the first day of the meeting adopted a motion authorizing the president of the association to name a committee to go to Washington to confer with the Secretary of Commerce on lumber standardization and simplification and the protection of the public as to grades, quantity, quality, et cetera. The president of the association will use his own judgment as to the size of the committee, but will make it large enough to provide representation for the various kinds of woods represented in the membership of the association. As regards hardwoods, Mr. Goodman suggested that it would be well to have at least five hardwood manufacturers on the committee. It will probably also contain retailers' and architects' representatives.

The association also appointed Secretary-Manager Compton a committee of one to sit in at the conference which the Secretary of Commerce will hold with trade associations on April 11 and 12 to discuss the question of the handling of trade statistics in co-operation with the Department of Commerce. The Secretary-Manager was given authority to participate in the discussion only, and instructed not to commit the association to any agreement which would permit the Government to assume control of its statistical service or otherwise interfere with the method now pursued of disseminating its statistics direct to its membership.

Chairman Kirby expressed the attitude of the association in this respect when he said "that under no circumstances shall we voluntarily submit to governmental regulations of our association activity even to the extent of controlling statistics and making those statistics worthwhile to us. If we have got to go to the expense of gathering it, we ought to have the privilege of distributing it, and I am quite sure that Mr. Hoover will give his approval."

As a preface to this statement, Mr. Kirby had said that the association representative should assist the conference with any data required which might be at the association's command.

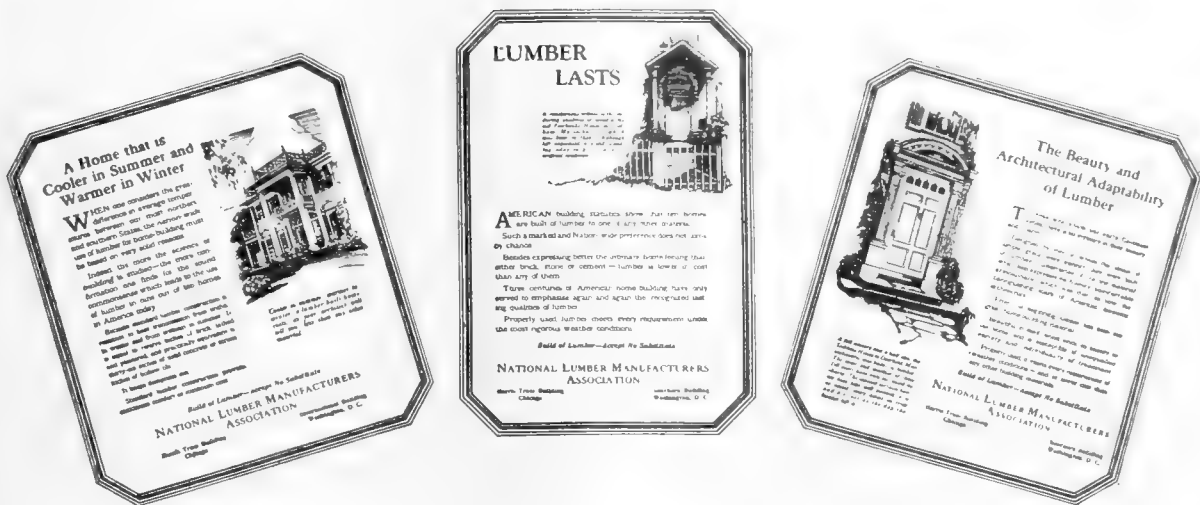
At its annual banquet this year the association had as its guests delegates to the American Lumber Congress and delegates from the National Construction Congress. This was held in the Gold Room of the Congress Hotel on the evening of April 5 and was opened by Mr. Kirby, as toastmaster, and the gavel later turned over to Ernest T. Trigg of Philadelphia, president of the National Federation of Construction Industries.

The active participation of the members of the National Construction Congress in the annual dinner was an eventful departure and marked the beginning of a policy of closer co-operation between the National Lumber Manufacturers' Association and this Construction Congress.

The association decided to establish a publicity department as a regular department of the association, financed out of the regular budget, and not, as heretofore, by special subscription from the regional members. D. P. Allen, a former newspaper man, who for a number of months has been conducting the tentative department, is at the head of the publicity department.

Gen. L. C. Boyle of Washington, D. C., who for a number of years has been chief counsel of the association, tendered his resignation at the twentieth annual meeting.

For the guidance of the committee which will go to Washington to confer with Secretary Hoover on standardization and simplification of lumber grades and sizes and means of more completely safeguarding the interests of the buyer, the directors of the association, at a final session on April 5, adopted the principle of the grade marking of lumber, providing that a piece tally of the contents and grade of lumber be placed in each car of lumber at the mill and the card so numbered that the buyer of the said lumber may ascertain the name of the original shipper from the association to which the latter belongs.



"Build of Lumber—Accept No Substitute"

THE above is the slogan of the National Lumber Manufacturers Association in its campaign of national advertising. It is intended to help the retail lumberman to sell *Lumber*.

For nearly a year this advertising campaign has been conducted in seventy-five American newspapers in sixteen cities—the centers of population throughout the country.

The National Lumber Manufacturers Association wants to move in active co-operation with the retail lumber dealer everywhere.

To that end many thousands of dollars have been spent in creating business for the whole industry—for those who sell lumber as well as those who make it.

More than 15,000,000 people are being given a Build of Lumber message once a month by the National Association

Build of Lumber—Accept No Substitute

NATIONAL LUMBER MANUFACTURERS ASSOCIATION

Harris Trust Building
Chicago

International Building
Washington, D. C.



Some Advice on Selecting and Operating a Dry Kiln

A short time ago a manufacturer of sash and doors planned to build a new dry kiln for the purpose of drying fir, spruce and hardwoods. After having put in the footings he wrote to **HARDWOOD RECORD** for advice on the kind of kiln to select and general methods of operation. This letter was referred to "C. J. M.," **HARDWOOD RECORD**'s kiln drying expert, for reply. The reply is printed below because it contains a great deal of information that should interest any user of dry kilns:

The Reply

Gentlemen:

Your letter of recent date concerning dry kiln has been referred to me for reply by the **HARDWOOD RECORD**, and I will attempt to give the information desired as fully as possible, and since your statements clearly disclose a desire to accomplish good drying of fir, spruce and hardwood, I direct your particular attention to the fact that the selection and possession of a dry kiln most suitable for the drying of the lumber enumerated will not necessarily deliver the lumber as you wish it.

Please do not think that I am overstating the matter when I say that the kiln itself is only the tool used in good drying, and that the best kiln is worth about 20 per cent of the success and that the remaining 80 per cent must be contributed by the operator or attendant, by an understanding and faithful application of a few simple but important conditions necessary to good drying, and without which good drying of such lumber as you enumerate cannot take place unless it be by accident.

There is no kiln obtainable which will do intelligent drying by itself without attention and regulation, and the knowledge necessary therefor has been fully developed in the last decade and may be readily obtained. Most of the kilns on the market are good kilns when properly operated, and would produce better results if more time and effort were devoted to instruction of those who are to operate them.

I hold no brief for any make of kiln, including the one which you have mentioned. Under certain conditions some are better suited than others, but good drying can be obtained in all if the kiln is not left to itself, and if the kiln provides the conditions which are hereinafter mentioned. You may trust these statements to be true and based on actual experience in the drying of many millions of feet of hardwood lumber of very heavy dimensions in all of the different makes of kilns and with more than reasonable success.

Essentials of a Good Kiln

The essentials of a good dry kiln for the drying of hardwood and the other lumber you mention, and which you should insist upon when negotiating the purchase of a dry kiln, are as follows:

1. The building and the doors must be constructed air-tight, and to stay thus.
2. The heating system must be so designed and constructed as to equalize the temperature of the kiln room, front and rear. In many kilns there is a drop of 10° or more towards the rear.
3. The heating system must be sufficiently ample to produce the temperature of not less than 160° F. with outdoor atmosphere at 10° below zero, and it must be so subdivided and valved that you shall be able to produce and hold indefinitely any degree of temperature between 100° and 160° F., assuming, of course, that the steam supply is constant. For best results the steam supplied to the kiln should be of not more than 5 pounds pressure, and may be less provided that its supply is constant.
4. The moisture removal, whether by ventilation or by condensation on water coils, must be so arranged as to permit fullest control and adjustment. If by gravity ventilation, then the cold air inlet and the moist air outlet pressures must balance, and exits as well as inlets must be unaffected by wind pressure.
5. The endwise piling system is by far preferable in the kiln to the crosswise piling, because it will more naturally assist circulation of the air in the kiln so that the lumber may dry more uniformly in all parts of the kiln.

Much can be said on the subject of doors. The best are none too good. I would advise decidedly against canvas curtains. The same should never be used single and are not very desirable even if double with a 12-inch air space between. A single canvas curtain on the inside, with a Hussey door on the outside, 12-inch air space between, would make good arrangement, provided that the Hussey door is properly constructed and hung.

Must Have Spray Pipes

The kiln must also be equipped with steam spray pipes running full length in the shape of an H, the supply inlet at the center of the cross

pipe, with the perforations so placed as to discharge the steam horizontally and not against the lumber, and so connected to the low pressure and the high pressure steam that either may be used as occasion demands. The supply to the spray lines to be 1½-inch pipe up to and inclusive of the cross piece of the H. The side lines of the latter, running full length of the kiln, should be 1¼-inch pipe each. Perforations should be not smaller than ⅜-inch and placed on 3-inch centers on both sides of pipe (6 holes to the foot of pipe).

If you insist on the above stated conditions of the kiln equipment you will have a good kiln capable of giving you satisfactory dry lumber when attended by a faithful and properly informed operator who is interested in his work.

Any kiln which will comply with the requirements mentioned will be able to satisfy your requirements in the three kinds of lumber which you mention, or in any other kinds of lumber, because it will enable you to vary the conditions as required by the different lumber.

You may dry fir and spruce together by the same treatment and with perfect success, but it is not advisable to mix the thickness if time is an object. The 2-inch stock requires a milder treatment than the 1-inch stock; therefore will remain in the kiln a longer period than the latter.

If different thicknesses of these woods are in the kiln at the same time, then the treatment must be for the heavier thickness, and if properly applied the lighter thickness will not be dry any sooner than the heavier. The lighter, therefore, loses time.

Fir is more sensitive than the spruce and the conditions of the kiln air prescribed for fir must be closely adhered to if you wish to prevent any checking.

I would not mix hardwoods into the same kiln charge with the spruce and the fir. It can be done, but as a rule it does not pay to dry that way.

Principles of Air Removal

Please bear in mind that in good kiln drying you cannot remove the moisture from the surface any faster than this moisture transpires from the inside of the wood; otherwise you will caseharden the surface and check your lumber. Hence the necessity for the humidity of the kiln air to hold in check the too fast removal of the surface moisture. It is the heat which drives the interior moisture to the surface, and this can be properly distributed in any kiln, provided that the heating system is right.

For uniform drying the internal circulation of the moist air within the kiln must be sufficient over all the boards in every pile. This is very important and cannot always be obtained if the piles are laying crosswise the kiln. Endwise piling will favor this circulation and therefore uniformity in drying. In an ordinary kiln this inner circulation depends on the heat and the gravity of the air, and therefore is comparatively weak. In a blower kiln (as the Sturtevant) this circulation is very rapid and therefore greater uniformity of effect is obtained; but with rapid circulation the air must be kept at the correct humidity, otherwise surface moisture may dry off very fast, with the usual ill effect. However, in such a kiln temperature is regulated automatically and the humidity very easily, and both can be measured without entering the kiln.

In the above I trust that I may have fully satisfied your questions, but, if I can be of further service, please write again, and when you are about ready to start your kiln building I will, if you remind me by letter, forward some desirable information for your kiln operator, so written that he can easily understand it. Very truly yours,

C. J. M.

Questions and Answers

[NOTE: Readers of *Hardwood Record* are invited to submit their yard and kiln problems for answer in this column.—THE EDITOR.]

Question 7—Electric Lights in Dry Kilns

During the war our company built a battery of twelve new kilns, supposed to be the last word in kiln construction. They have water sprays in them and low pressure steam sprays and high pressure steam sprays and a few other things.

Nothing would do but that the kiln operator wanted an electric light at each end of each kiln on the inside, controlled by an outside switch. This did not look good to me, and I told the boss so, but

was overruled. The lights went in and I tried my level best to make a successful job of it by making all conduit piping strictly moisture proof at all joints and outlets, using the very best of Okonite wire and marine type glass covers over the lamps, secured to the outlet box with rubber gaskets. Positively no chance for water to get in from the outside of this conduit system.

Yet six months from the completion of this star job not one of these lamps was burning, or could be made to burn, because the wiring itself went to pieces.

This was just what I was afraid of, because frequently they turned live steam into these kilns for twenty minutes to half an hour.

The operator and the superintendent don't exactly say so, but they let me feel as if my work was to blame, so seeing your paper on the yard office desk I have made up my mind to collect some war material by asking your readers if any of same are able to maintain such lighting equipment in their kilns with success if steaming is done, and if they do so how the wiring is constructed. Many thanks in advance from
The Electrician.

Answer to Question 7

The writer of the answer to your tale of trouble has built many dry kilns of the type which you so clearly indicate, and also happens to have a good understanding of electrical construction. Do not blame the kiln operator too much for wishing to have good permanent lights at both ends of his kilns. He needs good light there daily, and that he cannot always obtain from an Eveready hand lamp, but he and the boss have overestimated the possibilities of good electrical construction under a temperature of about 160° at nearly 100 saturation. It simply can't be done. There are others who have found out about it. According to your description you have installed the job very well, and your judgment was correct in advising against the expenditure, therefore it will be best to forget the entire incident, unless you can fix up some plug outlets, on the outside, in weatherproof boxes, one between each two kilns, which will be very acceptable to the operator and will afford you a sweet revenge.
Cons. Engr.

Question 8—Temperature Difference Between Front and Rear of a Dry Kiln

Some time ago the boss bought a new hygrometer with a fan attachment, driven by a real motor, which can be driven from any lamp socket by regular lighting current, and equipped with an extension, long enough to reach any part of our compartment kilns by passing this extension along the rails and under the kiln doors.

I have made many tests with this hygrometer in different locations within the kilns, allowing from four to eight minutes each time for the instrument to adjust itself to the true temperature and moisture conditions, and I find a surprisingly great difference between the front and the rear ends of some of our compartment kilns. In some of these both bulbs show from 4 to 9 degrees lower temperature at the rear end, although the heater coils seem to be warm all over.

Could it be that the incoming steam radiates more heat at the front end, where it enters the heater coils? What can I do to equalize the temperature and humidity at both ends of these kilns?
Mac.

Answer to Question 8

Your employer very evidently has made a very good investment by giving you an instrument worth while, thereby inducing you to investigate. If you continue you will discover a good many interesting things about your dry kilns, and return the cost of the hygrometer manyfold.

Your judgment in giving the machine from four to eight minutes in a location before reading is strictly correct. It does take about that long, even with a good motor fan driving the air over the bulbs, before the mercury has equalized to surrounding temperature.

Now as to the temperature difference between the front and rear of the compartment kilns. This is a common occurrence. The steam can be hotter at the inlet end of the coils only if the inlet connections are not large enough to supply the amount of steam



Where does the moist, warm air go?

Up and around, in and out, over every usable inch of every stick in the Kiln. It's the only way to dry lumber properly and the only way to lessen degrade and more profits for you. And the



HIGH HUMIDITY DRY KILN

The Kiln with a circulation you can understand

is the only Kiln that will do this right because the circulation of this moist, warm air is positive and complete. No guess-work, no "trusting to luck" with accurately controlled circulation, re-circulation, temperature and humidity.

Circulation is the nub of the wonderful results wherever Sturtevant Kilns are installed. Write for Catalog No. 282.

B. F. STURTEVANT COMPANY
HYDE PARK BOSTON MASSACHUSETTS

591



necessary to keep the coils filled up to inlet pressure. If the pressure drops from front to rear end of the coils then the steam temperature will also drop slightly, but this probably has very little or nothing at all to do with your condition.

In the first place you will find upon investigation that you have some steam supply pipes in the front end (and some of these of large size) which you have not at the rear end. The return lines there are small and are filled with water. This condition increases your heating capacity at the front end quite a little. Next you will find, unless you have a vacuum system for the removal of the condensation and the air, that in nine cases out of ten an appreciable quantity of air is lodged in the heater coil pipes, some of the pipes being hot throughout and some others, adjoining the first, being practically cold by comparison. The air is a good non-conductor, and the steam cannot radiate its heat unless in actual contact with the pipe wall.

Frequently the coils have not sufficient inclination or drop toward the rear end, so that the water of condensation cannot promptly run off in a thin but swift stream. If this water covers any appreciable surface of the pipe, the heat effect of the steam is reduced thereby, not to the full extent of the surface so occupied, but nevertheless appreciably.

Sometimes the pipes sag at some point, forming a pocket for accumulation of condensate. This, in turn, reduces the effective pipe surface and also the effective pipe area for the passage of the steam to the lower portion of the pipe, beyond the obstruction, which, in such case, must draw its steam from the other and more free pipes, via the return header.

Whenever a kiln is empty it will be a paying scheme to inspect all pipes in each coil for sag or pockets, and the heater coils for drop toward the rear end. In the case your heater coils are drained by steam traps, these traps should be located at least 12 inches below the return headers, especially if there are check valves in the connections from the return headers to the steam trap, because a head of several inches of water is required to counterbalance the weight of the movable checks in the check valves. Check valves also sometimes develop a habit of sticking, in closed or open position, especially if dirt or pipe scale is present. Hence, if you suspect anything, remove the caps and blow out with plenty of steam, the valve wide open, to get all the force you can, perhaps you will be surprised.

It is a combination of these conditions which may create a difference of as much as ten degrees between both ends of a compartment kiln with an ordinary heating system, consisting of heater coils made up of pipes between headers, or branch tees, as these headers are called by the trade. If you can hold this difference inside of 5 degrees you will have little to worry about, but at any rate I would keep after the air in the coils, and would make sure that it is thoroughly removed whenever any fresh coil is put under steam. This takes a little time, but it is well spent.

It is suggested that you enlist the co-operation of the plant engineer in this work of investigation of the heating system. He can be of much assistance to you. Xylos.

Clubs and Associations

Millwork Cost Bureau Has Notable Program for Annual Convention

The annual convention of the members of the Millwork Cost Bureau will take place in Chicago at the Congress Hotel on April 19 and 20. This year's program will be somewhat of a departure from previous standards, insofar that specific subjects, six in number, have been assigned certain members for discussion. Also, the convention will be of two days' duration instead of one and a banquet on the evening of the first day will replace the former noon luncheon.

The list of speakers follows:

"Regional Associations and the M. C. B." Speaker, C. B. Harman, secre-

tary and treasurer Southern Sash, Door & Millwork Manufacturers' Association, Atlanta, Ga. Leader of discussion, Geo. H. Howenstein, secretary Detroit Lumber Dealers' Association, Detroit, Mich.

"Proper Mill Equipment, Arrangement, Obsolescence, Etc."—Speaker, Robt. York, president York Lumber & Manufacturing Company, Memphis, Tenn. Leader of discussion, J. W. Most, vice-president Hurd-Most Sash & Door Company, Dubuque, Iowa.

"Should the Special-Work Plant Buy or Manufacture Its Stock Mill-work?" Speaker, H. J. Sawyer, president Sawyer & Goergens Company, Joliet, Ill. Leader of discussion, Chas. F. Bassen, president Hannibal Wood Working Company, Hannibal, Mo.

"Operating the M. C. B. Cost System"—Speaker, L. R. Ray, secretary Cole Manufacturing Company, Memphis, Tenn. Leader of discussion, E. R. Eaton, managing director J. R. Eaton & Sons, Ltd., Orillia, Ontario, Canada.

"Credit Terms, Discounts, Etc."—Speaker, J. A. Loetscher, secretary Farley & Loetscher Manufacturing Company, Dubuque, Iowa. Leader of discussion, C. D. McPhee, Jr., vice-president McPhee & McGinnity Company, Denver, Colo.

"Estimators' Clubs and Their Functions"—Speaker, J. D. P. Kennedy, secretary May Lumber Company, Pittsburgh, Pa.—Pittsburgh Estimators' Club. Leader of discussion, F. R. Horn, Wm. F. Johnson Lumber Company, Indianapolis, Ind.—Indianapolis Estimators' Club.

Each man who has been selected for an address has made a particular study of the subject which he will handle and his paper may therefore be relied upon as being an authoritative contribution. Each speaker, in advance of the meeting, will have submitted his paper to the leader of discussion, who, likewise being a student of the subject, will have ready a worthy commentary on the matter presented by the speaker. Following the leader's discussion the topic will then be further debated by attending members and guests, so that every viewpoint bearing on the subject will be brought to light. Members expecting to be present should therefore make notations on the program of such points as they wish to present or seek information on.

Besides the six speakers mentioned F. J. Moss, president of the bureau and the American Sash & Door Company, Kansas City, Mo., will deliver his annual report, and W. P. Flint, the secretary, and J. A. Loetscher, the treasurer, will make annual reports. There will also be reports by directors and committee chairmen, and a speech, "Metamorphosis," by Douglas Malloch, at the annual banquet.

Cincinnati Club Election will Be Spirited Affair

From all indications the coming annual election of the Cincinnati Lumbermen's Club on May 1 will be the most spirited in the history of the organization. Three tickets were nominated at a meeting of the club at the Hotel Metropole on April 3. The Regular ticket nominated J. C. West, West Lumber Co., president; S. E. Giffen, Fagin Giffen Lumber Co., first vice-president; A. E. Hart, Leland G. Banning Co., second vice-president; Emil Thoman, Thoman-Flinn Lumber Co., secretary, and Roy Thompson, R. E. Thompson Hardwood Co., treasurer. The Independent ticket nominated J. R. O'Neill, Tennessee Coal & Lumber Co., president; A. E. Hart, Leland G. Banning Co., first vice-president; Stuart Menzies, Menzies-Bolman Co., second vice-president; W. F. Gammage, W. F. Gammage Co., secretary, and Edward H. Ward, Dwight Hinckley Lumber Co., treasurer. The third ticket, which calls itself the "Outlaws," nominated J. R. O'Neill for president; E. M. Bonner, Atlas Lumber Co., first vice-president; C. C. McLaughlin, C. C. McLaughlin Lumber Co., second vice-president; H. A. Hollowell, H. A. Hollowell & Co., secretary and R. E. Bond, Hugh McLean Lumber Co., treasurer.

Arrangements were made for the entertainment of the Appalachian Logging Congress which meets here in May, a committee consisting of William H. Hopkins, New River Lumber Co.; J. J. Linehan, Mowbray & Robinson Co., and D. H. Moul, Dan H. Moul Lumber Co., being named to prepare a program. The club voted to assess each member \$10 for the entertainment of the delegates attending the loggers' convention. The resignation of the Cumberland Valley Lumber Company was accepted and the membership of the M. J. Byrns Lumber Company transferred to the Byrns Brothers Lumber Company.

J. C. West, president of the club, served as chairman. A dinner was served prior to the business meeting.

Lower Hardwood Rates from Southwest Effective April 13

Reduced rates on hardwood lumber and forest products from points in southwestern territory to destinations in Central Freight Association, Eastern Trunk Line and Buffalo-Pittsburgh territories will become effective April 13, according to announcement made in Memphis April 4 by J. H. Townshend, secretary manager of the Southern Hardwood Traffic Association.

Mr. Townshend further states that railroads in Central Freight Association have finally concluded to participate in reduced rates on softwoods to all points in Central Freight Association territory, including pine, hemlock and cypress. The rates on these woods, he says, are to be the same as those applying on hardwoods.

The association is working vigorously, according to Mr. Townshend, to secure reductions in rates from Ohio river crossing, combination rates, and rates to Western Trunk Line territory and to Canada.

He states that he anticipates early participation in the reduced rates on soft woods by the lines serving Eastern Trunk Line territory.

Long-Bell

Southern Hardwoods

*Distinctive
in
Manufacture
Texture
Grade
Quality*

RED GUM
SAP GUM
BLACK GUM
TUPELO
WHITE OAK
RED OAK
YELLOW POPLAR
ASH, ELM
CYPRESS
HICKORY
MAGNOLIA
MAPLE, BEECH
HOLLY
BASSWOOD

For the Manufacturer

EXCEPTIONAL stands of hardwood timber, modern band mills, faithful adherence to high standard of workmanship, strict observance of the grading rules and dependable service have enabled The Long-Bell Lumber Company to designate its hardwood products as distinctive in manufacture, texture, grade and quality—and they bear the Long-Bell brand.

Long-Bell Hardwoods are Cut Exclusively in the Saline River District of Arkansas and the Bucatanna Basin Region of Mississippi. All Commercial Sizes Available in Any Quantity.

The Long-Bell Lumber Company
R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO

The Veneer Dryer
recommended by
the largest and
best mills—



Ask any user about the quality of
dried veneer; the output compared
with rated capacity; the depend-
ability of operation—

Ask, for instance—

Nickey Bros., Inc.
Allen Eaton Panel Co.
Buffelen Lumber Co.
Chicago Veneer Co.
Floyd County Veneer Mills
Hamilton-Hill Veneer Co.
Hanson-Ward Veneer Co.
McCleary Timber Co.
Mengel Box Company
Poinsett Lumber & Mfg. Co.
Portland Manufacturing Co.
Southwestern Veneer Co.
Stout Lumber Company
Southern Veneer Mfg. Co.
St. Louis Basket & Box Co.
Wood-Mosaic Co.
Richford Manufacturing Co.

Our Catalogue, No. 57, explains the
"Proctor" Dryer. Send for one.

PROCTOR & SCHWARTZ, INC.

Formerly the Phila. Textile Mach'y Co.
PHILADELPHIA, PA.

Col. Greeley Will Address Appalachian Loggers

W. B. Greeley, chief forester of the United States, will address the Appalachian Logging Congress on "Practical Ways and Means of Forest Conservation" during the spring meeting, which will be held in Cincinnati May 9 to 11, inclusive.

In announcing the acceptance by Col. Greeley of an invitation to address the Congress, T. Sunderland, secretary and treasurer, declared that "We are going to Cincinnati with the strongest program the Congress has ever presented, and it will be highly interesting and instructive."

A Carriage Maker's a Carriage Maker for "a' That"

With impressive ceremony at the Grand Hotel on April 3, members of the Cincinnati Carriage Makers' Club celebrated the thirty-sixth anniversary of the founding of their organization. The dinner was held in the same room in which the club was organized, March 12, 1886. The meeting was arranged in protest against a movement to change the name of the club to the Carriage Makers' and Automobile Accessory Dealers' Club. Carriage manufacturers belonging to the club said they hoped that the fact that nearly 75 members were present at the meeting, the largest attendance in many years, would defeat the name changing plan and show the public that the carriage industry is far from being dead. Louis Cook, John Fisher, Henry Ratterman, E. J. Hess, Henry Higgins, Harry Pollak and Frank Nelson, formerly connected with the carriage trade, who hadn't attended a meeting in many years, were on hand and spoke in defense of the club's present name. Even Philip E. Ebrez, president of the Carriage Builders' National Association, came from his home in St. Louis to voice his protest. A similar address was made by Theodore Luth of Cincinnati, former national president.

A small buggy was on exhibition in the banquet hall as visual evidence that carriages are still being made. All other lights were extinguished as Perrin P. Hunter, a retired carriage maker, and Harley H. Nelson, one of the club's charter members, respectively, lit the 36 candles and carved the "birthday cake."

Retiring President E. V. Overman presided and installed these newly elected officers: F. H. Bossmeyer, president; Henry W. Meyer, first vice-president; James E. Baker, second vice-president; Emil E. Hess, treasurer; Henry Voss, secretary. Perrin P. Hunter and Walter Dinkelman were appointed members of the Entertainment Committee, and Adolph Gruber, chairman of the Membership Committee. The election resulted in a tie for the presidency between Mr. Bossmeyer and Mr. Hunter. A coin was tossed and Mr. Bossmeyer won. George W. Huston, secretary and treasurer of the Carriage Builders' National Association, spoke on the coming convention of the organization.

Dimension Plant Plan Reported Impracticable at Memphis

At the semi-monthly meeting of the Lumbermen's Club of Memphis at the Hotel Gayoso, Saturday afternoon, April 1, F. T. Dooley, chairman of the special committee recently appointed to investigate the desirability and feasibility of establishing a co-operative plant here to convert low-grade oak and other hardwoods into dimension stock as a means of facilitating sale of this class of material, reported that he and his co-workers had gone far enough into the proposition to be in position to state: (1) That establishment of a co-operatively owned plant would not be practicable; and (2) that established plants engaged in cutting dimension stock in the South are operating profitably, thus showing that the same can be done at Memphis. He did not, however, make any definite recommendations, leaving the subject for a later meeting of the club.

The club, by unanimous vote, favored continuation of the special committee, headed by John M. Pritchard, which is conducting negotiations with prospective builders of office structures in the down-town district with a view to securing quarters for the club on a more satisfactory basis than those now being used.

H. J. M. Jorgensen, in announcing that the lumber inspection class maintained by the Knights of Columbus would be discontinued after having just graduated three inspectors, stated that he thought President Thompson should appoint a committee to test the ability of graduate-inspectors by putting them on piles of lumber which had already been officially inspected. The president heartily approved of this course. The Smith-Hughes lumber inspection class will continue as usual.

Two new members were selected: Joseph Newburger, president of the Newburger Cotton Company, and vice-president of the recently formed Delta Hardwood Lumber Company at Rayville, La., and S. S. Humphries of the Chicago Coal & Lumber Company.

Hardwood Institute Organization Committee to Meet

James E. Stark, chairman, has called a meeting of the committee of nine, appointed at the recent annual of the American Hardwood Manufacturers' Association at Louisville, Ky., to take the necessary steps looking to the launching of the American Hardwood Institute, Inc., which is to be the agency for gathering the statistical information of the hardwood industry and for distributing this to both producers and consumers. This will be held at Memphis April 18 and it is expected that all members will be in attendance.

The committee will have before it the articles of incorporation prepared by attorneys, together with the preliminary plans which will be submitted to it for its consideration. It will be in session for several days, the length of time depending altogether on the progress made. It hopes, however, according to Mr. Stark, to whip final plans into shape so that the Institute

Drying and Dry Storage of Plywood Materials

By C. J. M.

There is probably no other branch in the woodworking industry where correct moisture content of the raw wood materials as well as of the built up product, is of so great an importance to success, as in plywood manufacture.

Much unnecessary disappointment and monetary loss will be avoided once the moisture conditions are fully understood and given the same painstaking attention which must be paid to adjustment of machinery or other exacting operations in the manufacture of these same plywood products.

Since it is the purpose of this article to deal with the moisture and drying problems only, to the exclusion of construction or glue problems, these latter are eliminated from the discussion.

Veneer Easily Changes Moisture Content

Wood is a hygroscopic material, and thin veneers present a maximum of surface with a minimum of substance, and therefore, if exposed to humid air either in transit or in storage, will, regardless of any previous drying, quickly adjust their moisture content to a balance with that of the surrounding air; and the intensity of this moisture absorption will depend upon the length of exposure and the relative humidity of the air.

A manufacturer of veneers may sell his product as of a certain dryness or moisture per cent, and the buyer may find the actual moisture content far in excess of the seller's statement when he is ready to use the material, after transit and storage. Yet the seller's statement may have been strictly based on fact.

The only certain and safe method is to ascertain the exact moisture content of veneer shipments, immediately on arrival, and if not sufficiently low, to correct this moisture content before these veneers are placed into production. In many cases a reasonably short time in dry storage may prove sufficient. Thin veneers, properly spread, will give up moisture quickly, and for the same reason which causes its ready absorption, to-wit, extreme surface with minimum substance.

Uniform Moisture Content Desired

In the case of thin veneers a very low moisture content may not be essential, but the moisture content of the materials used for the different plies of the same piece should be as nearly identical as it is possible to make it. If the moisture content of the different plies is identical, then the glue moisture will diffuse more uniformly into the veneer, and stresses due to unequal swelling and subsequent shrinkage will be avoided, particularly if re-drying after glueing becomes necessary.

Of greatest importance, however, is the correct dryness before glueing, of the core stock in the construction of the heavier panels. It is a sad mistake to depend upon the re-drying operation to rectify what the kiln should have done in the first place.

As a rule cores are made of coarser grained species, which absorb the atmospheric moisture more readily and likewise the glue moisture. If the corewood is of sufficient thickness and dried to about 5 per cent before glueing, it may safely absorb all of the glue moisture without physical change, and it may retain this glue moisture without necessity for further drying. There will be no swelling, and consequently no subsequent shrinkage to affect the face veneer.

Something Must Let Go

If, on the other hand, the core is fairly heavy but insufficiently dry (8 to 10 per cent) before glueing, its moisture content will be augmented by the glue moisture, which will increase the expanded condition of the fibres, and something must let go when drying and shrinkage finally takes place, either in the re-drier or in dry storage.

Moreover, if the corewood is insufficiently dry before manufacture of the panels, its subsequent drying out will be found a

more difficult and slow problem, because the glue and the denser face veneers will delay the transfusion of the core moisture to the surface of the panel. The thicker the core the more urgent becomes the necessity for its low moisture content, before it enters into the construction of the panel, and the more important becomes pre-drying rather than re-drying. The former is preventative, the latter merely corrective.

The foregoing only emphasizes the necessity for systematic and correct testing of all materials for moisture content before manufacture, as a preventative measure; and, to go further still in a preventative sense, all materials should be tested for moisture content immediately on arrival and their moisture condition recorded in systematic manner, in order that materials which are insufficiently dry may be so disposed that the same shall become of sufficient dryness before use, and other materials which may have the correct moisture content, shall be so preserved, without further absorption of moisture.

Ample Dry Storage Facilities Profitable

The most practical and profitable assistance in the solution of the drying problems of a plywood plant or plant using plywood, will be found in an ample dry storage capacity, with air, conditioned to correct temperature and humidity, mildly but thoroughly and uniformly circulated, in a good building of airtight construction, where windows are always closed, and doors are opened only when required to pass men and materials. Such a dry storage space can be held to uniformly counterbalance a moisture content of 5 or 6 per cent in the materials stored therein, and when fresh materials of a higher moisture content are properly disposed in such a space, the same will gradually give up their moisture down to the point for which the temperature and humidity of the air is conditioned.

Such dry storage, ahead of the production, will save much handling labor, and probably considerable re-drying in special dry rooms, if of ample capacity and properly operated.

The temperature of such a dry storage space can be held comparatively low, approximately 90 degrees dry bulb, with about 25 to 30 per cent relative humidity, which would correspond to 65 to 67 degrees wet bulb temperature. A mild but positive and uniformly thorough circulation of the air would be essential, to be maintained by a fan blower, which continuously re-circulates the warm air with a small addition of fresh air. The warming coils can be massed at the intake or the discharge of the fan, outside of the storage space, and the effect of direct radiation upon the stored materials will be thus prevented.

Dry Storage for Temporary Uses

A similar dry storage space would prove equally as valuable for temporary storage of the glued products and would in a large measure eliminate the necessity for passing the same through special re-drying rooms, especially if particular attention is paid to the proper condition of dryness of the materials before manufacture, and if the glue moisture only is to be removed.

In special re-drying rooms for glued plywood a positive and uniform air circulation is as necessary as heat and low humidity, only the more so. If glue moisture only is to be removed, the amount of heat to vaporize this will be small, and the temperature need not be very high, but to obtain reasonably speedy and uniform results the heat must be carried continuously and uniformly to all wood surfaces by the air in circulation over same. This result can be obtained only by proper sticking and an ample volume of air in circulation at the right velocity. The heated air can be re-circulated continuously with but a small amount of fresh air added to replace an equal amount thrown away, in order to hold down the humidity.



By courtesy Marshall Field & Company, Chicago, Ill.

All the wood work of the furniture in Mr. Armour's office is of American walnut with heavy, carved pilasters in the rather majestic character of Italian Renaissance design. It is massive and very suggestive of poise and strength and permanence.

American Walnut Selected for J. Ogden Armour's Office

The beauty and dignity of American walnut is recognized in the highest circles of American business and achievement by its selection for the furnishing of the office of J. Ogden Armour, the Chicago packer. The paneling of the walls of this office as well as the furniture, is in walnut, in one of the modern finishes, which subtly reveals the natural beauty of the wood, instead of hiding it under a sombre varnish, as was the practice during the Victorian age. The office was furnished by Marshall Field & Company, Chicago, which in its publication, "Fashions of the Hour," has this to say concerning this office and the ideal office of the present day successful American business man: (The article is by Wallace Rice).

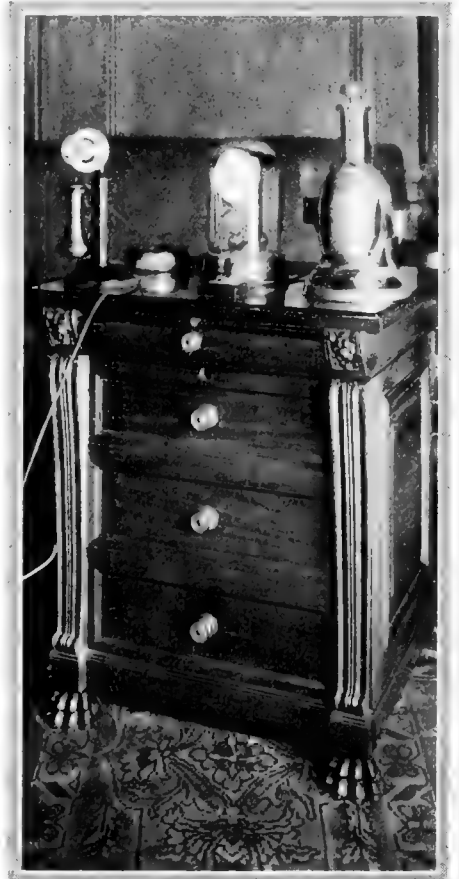
"Office furnishings, as exemplified in the room where Mr. J. Ogden Armour transacts his great business, should be much like a gentleman's wearing apparel, simple, serviceable, and without ostentation. If a man should wear nothing in conflict with this standard, similarly a man's office should show nothing of luxury, nothing of uselessness. If any impression is to be conveyed beyond that of comfortable utility, it might be summed up in the single word, 'Faultlessness.' As a man, to produce the air of success which leads to more success, should wear his clothes as if they were not on his mind, so his office should automatically proclaim him the methodical man of successful business affairs.

"His desk, as here, should be spacious to befit the spacious room, both symbolizing the wide reach of his transactions; his chair comfortable in the sense that, like his clothing, it has not to be thought of further. It is assuredly hospitable to have one's visitors' chairs equally comfortable, as Mr. Armour has thoughtfully arranged.

Neatness governs the desk; with the modern equipment of human beings responsive to the call of a push-button, there is no need for accumulating clutter.

"Three hundred years ago a French philosopher discovered that the progress of his thinking went on by a consistent process of elimination. Now, Descartes' philosophy of the seventeenth century probably bears some marks of resemblance to business of the present day, for a man's office must arrive at perfection through careful elimination which makes

(Continued on page 50)



This table stands at the right of the desk and provides an ingenious way of concealing the safe which is securely hidden behind its door.

It's a Far Cry from Ancient Egypt to Modern Grand Rapids



(On the Back of Your Veneered
Tops and Panels)

BUT plywood construction and the art of fine veneering have held their undisputed sway from then till now. Ancient Babylon's finest furniture was veneered—just as the most beautiful products of the furniture cities in America are veneered today.

<i>Just as it's a far cry from Egypt to Michigan's furni- ture capital, just so is there a great</i>	<i>difference between plywood made the Ordinary way and plywood made the NAVCO way.</i>
--	---

For which reasons we feel justified in calling your attention to ours—the largest and best equipped plywood plant in the world.

New Albany Veneering Company

E. V. Knight Plywood Sales Company

Sales Agents

New Albany, Indiana

PERKINS

183

Trade Mark

Reg. U.S. Pat. Off.



PERKINS

183

Trade Mark

Reg. U.S. Pat. Off.

GENERAL OFFICES AND FACTORY

Perkins Vegetable Glue

The Standard of Quality and Economy

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

Perkins Glue Company, Sales Office: South Bend, Indiana
FACTORY AND GENERAL OFFICES: LANSDALE, PENNSYLVANIA

Table Associations Are Merged

The National Association of Table Manufacturers was organized at a series of meetings of the leading table manufacturers of the country in Indianapolis, Ind., March 21 to 23. This now makes a strong association of upwards of 100 table manufacturers.

The organization was effected through a merger of the Central Bureau of Dining Table Manufacturers and the Association of Living Room Table Manufacturers. It will include, also, manufacturers of library and kitchen tables.

The officers of the new organization, elected at the final meeting, are as follows:

President—Geo. B. Wilson, Kiel Furniture Co., Milwaukee, Wis.

First Vice-Pres.—H. B. Wilkinson, Spencer Table Co., Marion, Ind.

Second Vice-Pres.—F. E. Shearman, Jr., Maddox Table Co., Jamestown, N. Y.

Treasurer—E. Nonnast, L. F. Nonnast Sons, Chicago.

M. Wulpi of Chicago, who has been commissioner of the Central Bureau of Dining Table Manufacturers for a number of years, was selected as commissioner of the merger.

The merger of the two associations is the outcome of the strong tendency during the last year or two of table manufacturers to pull away from specialization and diversify their lines; that is, to manufacture several kinds of tables, instead of, for example, dining, library or living room tables exclusively, and even to get into the manufacture of entire suites of living or dining-room furniture. Because of this movement the interests of the table manufacturers have become more general and there is less reason for associations representing groups devoted to the manufacture of some one kind of table.

In merging their associations the table makers desired also to reap the benefits of a more inclusive pooling of their interests, and

the rewards of the increased cohesion, which the merger will permit.

The tendency of table manufacturers to diversify their products is attributed in large measure to the influence of the period of depression, which has added to the difficulty of confining the output of manufacturing establishments to narrow limits.

Statistics on Diversified Output

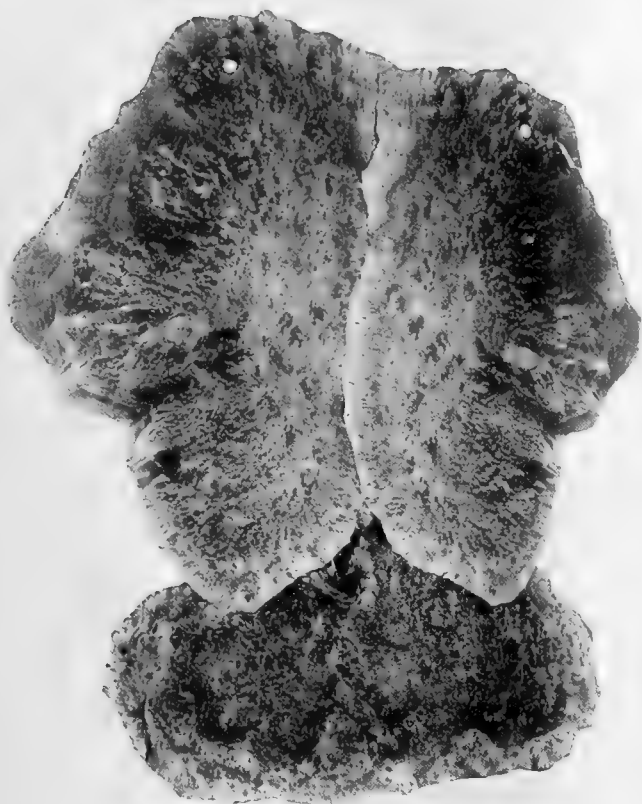
The following report made by Commissioner Wulpi on the results of a canvass of the dining table manufacturers as to their products of other lines, will illustrate the movement among table makers to diversify their output:

Out of a total of 41 replies—

- 5 manufacture only dining tables, or 100%.
- 7 manufacture (with other lines) dining tables, from 10 to 75%.
- 14 manufacture library and dining tables.
- 8 manufacture suites, library and dining tables.
- 5 manufacture suites and dining tables.
- 1 manufacture only suites.
- 1 manufacture only library tables.
- 34.1% manufacture dining and library tables.
- 19.5% manufacture dining tables, library and suites.
- 17 % manufacture dining tables and other lines.
- 12.2% manufacture dining tables and suites.
- 12.2% manufacture dining tables only.
- 2.4% manufacture library tables only.
- 2.4% manufacture suites only.

Of the 38 manufacturing dining tables they average 52 tables.
Of the 23 manufacturing also libraries they average 14.3 libraries.

(Continued on page 44)



ABURL, correctly prepared, carefully cut, and properly dried, gives the cabinet-maker real joy and satisfaction, for it enables him to display his skill to the best advantage. The Burl shown here is not now available, but we have others as good, or better, ready for prompt shipment, and more coming in all the time.

Tell us the type of figure you want—in Veneer of *any* wood—and we will send you selected samples, and quote prices.

Veneer & Lumber

Walnut

American and Circassian

Mahogany

Quartered Oak

English Oak

Satinwood

Vermilion

Teak

Rosewood

And Many Other Foreign
and Domestic Woods



(1752)

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*

OUR world-wide organization — the broad experience of our men—our well established policy of fair dealing at every point of each transaction—these are some of the things that give you assurance of satisfaction when you come to us for Veneer or Lumber.

You will find us fully prepared to supply the users of highly figured Veneers with a breadth of choice and a promptness of delivery not surpassed by any plant in the world.

C. L. WILLEY COMPANY

2558 South Robey Street
CHICAGO

Grand Rapids
Michigan

Jamestown
New York



This photograph was taken of our exhibit at the Indianapolis Industrial Exposition held in Indianapolis last fall, which was attended by more than 150,000 people. Our exhibit was pronounced the finest display of Hardwoods and Veneers at the exposition.

**WE HAVE THE FOLLOWING
VENEERS READY FOR
IMMEDIATE SHIPMENT:**

1-20" Qt. Sawed White Oak
1-16" Qt. Sawed White Oak
1-8" Plain Sawed Red Oak
1-8" Cherry
1-8" Walnut
1-28" Walnut Sliced

**2,000,000 Feet of Indiana
Hardwood Lumber**

F. M. BACHMAN CO., INDIANAPOLIS, IND.

(Continued from page 42)

Of the 14 manufacturing suites they average 53.7 suites.

Furniture Terms are Approved

Both table associations prior to the merger indorsed the "Furniture Terms" as set up by the National Council of Furniture Associations at High Point, N. C., on March 2. These terms follow:

In the following definitions the word "mahogany" is used for illustration. Where other wood is used, substitute it for the word "mahogany."

Solid Mahogany*—Furniture designated as "solid mahogany*" shall have all exposed surfaces of solid wood of the kind designated.

Mahogany*—Furniture designated as "mahogany*" shall have all exposed surfaces, both solid parts and plywood of the kind of wood designated.

Combination Mahogany*—Furniture designated as "combination mahogany*" shall have all exposed surfaces of mahogany, solid or plywood, in combination with gum, birch or other suitable wood.

Mahogany* Finish—Furniture designated as "mahogany* finish" shall be mahogany* finish on gum, birch or any other suitable wood.

*Substitute for the word "mahogany" the kind of wood used.

Note: The term, "exposed surface" shall mean those parts of a piece of furniture which are exposed to view when the piece is placed in the generally accepted position for use in the home.

W. H. Coyne outlined (at the Central Bureau's meeting) present fabricating conditions and advised that so far as he reviewed the market situation the cost to manufacture had not changed over 2% from that of October. Presented showings on wage scales in Rockford and High Point districts.

Pointing Out the Value of Gum Veneer

Had some of the gum veneer manufacturers been present at the

recent American Hardwood Manufacturers Association convention and heard one member express the opinion that at the present rate of consumption our gum stumpage would only last about ten years it might have awakened a new appreciation of gum veneer. It might for example have brought a realization that good red gum veneer is worth too much to be used for packing boxes and other purely structural uses. The veneer trade on the whole has been rather slow to realize the beauty and value of good red gum. We have come to appreciate some of the figured gum, but there has not yet come a full realization of the value of gum to the veneer industry and to the cabinet world generally.

Gum has for years been the leading wood of consumption in the veneer industry, but it attained its conspicuous place primarily because it was readily available at low prices for the stumpage. Indeed, in many instances gum was accepted by the cabinet trade in the first place under protest and only at lower prices, and now if we are not careful most of our good gum will be gone before we are fully awake to its qualities and its value as raw material in the veneer industry.

On the whole good gum veneer, especially clear red gum and figured gum, is worth more than the trade has ever realized for it regularly. For a while during the peak period of prices something like its real value was attained, but now unless the trade is thoughtful and careful there is some danger of sacrificing too much of our good gum at too low a price. And all the time all around us there is too much good gum being made into common veneer for packing boxes and structural purposes that would be worth more and would bring more if it were more carefully manufactured into a high grade of face veneer product.

That is the main thing for the veneer industry to get out of this thing we call gum veneer. A recognition that good red gum and figured gum should be put into the high grade face veneer class and not sacrificed for uses which do not call for a face wood.



Est. 1867
Inc. 1904

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1/20" Red Oak (log run)	1 car
1/16" Red Oak (log run)	1/2 car
1/20" White Oak (log run)	1/2 car
1/16" White Oak (log run)	1/2 car
1/28" Walnut (half round)	1 car
1/28" Poplar cross banding	25M
1/8" Poplar (log run)	5 cars
1/8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

Rotary Cut Northern Veneers

Members of
Maple Flooring
Manufacturers'
Association

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers.

We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring. *Get Our Prices*

The Northwestern Cooperage & Lumber Company
Chicago Offices: 812 Monadnock Block GLADSTONE, MICH.

"CASCO"
for a
better product



WATERPROOF GLUE

**For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL**

"CASCO" uniformity is assured because
we manufacture our own casein

THE CASEIN MANUFACTURING CO.

*Largest and Longest-Established Manufacturers
of Casein Products in America*

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Write for "CASCO" Red Book—
a manual on Veneers, Panel-
Making and Glue.
Samples of "CASCO" on request.

Third Evansville Furniture Market Draws Many Buyers

The semi-annual furniture market, given under the auspices of the Evansville Furniture Manufacturers' Association, was held at Evansville, Ind., from Monday, April 3, to Saturday, April 8. The death on Tuesday, April 4, of Mayor Benjamin Bosse, president of the Globe-Bosse-World Furniture Company and formerly president of the National Furniture Manufacturers' Association, threw a damper over the market during the week. Many of the visiting furniture men attended the funeral of Mayor Bosse, which was held Friday afternoon, April 7.

This was the third market given at Evansville. The first was given in April of last year and the second market was held in October of last year. Exhibits were shown in the large Furniture Exchange Building, also the Klammer Building. Both buildings were filled with all the latest models and styles of furniture. The market was open each day from 9 o'clock in the morning until 6 o'clock in the evening. On the closing day the exhibits were opened to the public.

John C. Keller, secretary of the Evansville Furniture Manufacturers' Association, sent out 23,000 invitations to retail dealers in practically every state in the Union except Nevada and to towns in Canada, Mexico, Cuba and Porto Rico. Among the early visitors to the market was A. W. Klinth, secretary of the National Retail Furniture Agency, who said that prospects for furniture selling this year are good with a building boom in progress. The visitors at the market bought liberally from the opening day, as they seemed to realize that furniture prices have become about stabilized. The attendance was quite satisfactory and was as large as at the other two previous markets given in Evansville. There was more demand for furniture made of walnut and oak than any other grades.

Styles in furniture change just as do the styles in clothes. Just now a dining room suite of a combination of "dusty" oak and "dusty" walnut is selling so fast that an Evansville manufacturer stated that they could not be made fast enough, so great was the demand. The combination was reported by the buyers on the market to be finding favor in all parts of the country. A solid walnut bedroom suite is another exhibit that found great favor on the market. In beds, some remarkable pieces were on display.

News of the Trade in Evansville

The furniture industry in Evansville, Ind., with 2,412 men employed an average of 50.4 hours a week, led the field of Evansville industries during the first half of March, according to the report of the employment bureau of the Evansville Manufacturers' Association. Machine shops, stove manufacturers and foundries came next with 745 men employed at an average of 36.5 hours a week.

John S. Hopkins, manager of the Never-Split Seat Company at Evansville, Ind., who was the republican nominee for mayor of that city in the last municipal election, has announced that he will stand for re-election as republican county chairman of Vanderburg county after the primaries in May.

C. S. Bather, who formerly held the position as traffic manager of the National Furniture Manufacturers' Association of the United States, has been chosen by the Chamber of Commerce at Evansville, Ind., to head the new traffic department just created by that body. He was selected over sixty other applicants.

George E. Riechmann, manager of the Evansville Furniture Company at Evansville, Ind., has returned from a business trip to St. Louis.

Chicago Reports Veneer and Plywood Trade Improved in Spots Only

There has been no broad general improvement in the demand for veneer and plywood during the last thirty days, according to

HOW DO YOU DRY YOUR VENEER?

If you
haven't a

COE ROLLER VENEER DRYER

we venture the assertion that many times you have wished you did have one. There is no time like the present to gratify that wish and thus place your plant on a much more efficient basis and give an added quality to your product. If you are not familiar with the performance of this wonderful machine, write us for a list of users and investigate and you will be surprised to find what a handicap you have in being without one.

ALSO SEE THE NEW TWENTIETH CENTURY COE VENEER LATHE

In a short time now we will send you a new Clipper bulletin, in which you will find described our style L Clipper *with the automatic stop*

THE COE MANUFACTURING COMPANY, PAINESVILLE, OHIO, U. S. A.

the consensus of opinion of Chicago manufacturers and dealers in these products. However, certain phases of the trade have shown improvement and certain general conditions have developed in both the manufacturing and consuming ends of the trade that point to a general betterment of prices and demand later on in the season.

Reports from many of the mills indicate that they have far from an adequate supply of logs—in fact, they have received only about 25 per cent of the logs for which they had contracted. With the logging season in the north about closed, mill owners are regarding the condition as decidedly unfavorable.

Heavy rains have persisted throughout the South for the past thirty days or more, rendering it impossible to haul logs in some localities, and as a consequence many of the mills are shut down for lack of logs. However, with the advent of spring it is believed that conditions will improve and mills will be able to resume operations.

The demand for veneers and panels for building purposes show marked improvement, and will be further stimulated as spring advances. Business is becoming more stabilized, and a general improvement in the near future appears to be certain.

Prevalent opinion is that veneer and panels have reached the low price level. With the log shortage imminent, and stocks on hand being reduced, it would appear that now is the time to cover requirements for the next 60 to 90 days.

H. P. Walsh, president of the Veneer Manufacturers Company, had this to say about conditions of the trade in Chicago and vicinity:

"The building line is showing marked improvement, and requirements for this work are quite active. Other wood working industries, however, seem to have recovered very little—in fact, are perhaps less active now than they were a month or two ago.

"The furniture manufacturers are running in a small way, and the predicted improvement in this line has not as yet materialized.

"There is a slight improvement in the phonograph and piano manufacturing line—but scarcely enough to be noticeable. This condition exists not only in the Middle West but in the East as well.

"An improvement later in the year, however, is firmly predicted, and is almost sure to follow better general conditions, particularly as the financial situation becomes more stabilized."

The Dean-Spicer Company, through one of its officials, said in substance: that while March was not so brisk as normally for that month, yet the month was not so bad and conditions are getting just a little better all the time. The furniture trade is the best. The piano makers are buying from hand-to-mouth. Walnut butt veneers seem to be the strongest position and appear to be scarce. The situation is getting a bit more optimistic right along.

The Veneer Lumber & Plywood Company reported that business during March was quite a bit better, but seems to run more to small orders; in other words, the buying is extremely conservative.

The R. C. Clark Veneer Company said that the March business was much better than in February. The increased activity in the

Geo. L. Waetjen & Co.

Plywood and Veneer

IN STOCK FOR IMMEDIATE SHIPMENT

BIRCH RED BIRCH
RED OAK WHITE OAK
YELLOW PINE
CYPRESS
QTD. SAWN WHITE OAK
QTD. SAWN RED OAK
MAHOGANY
QTD. FIG. RED GUM
SAP GUM
RED GUM
RED OAK 1/8, BIRCH 1/8
RED OAK 1/8, YEL. PINE 1/8
RED OAK 1/8, CYPRESS 1/8
WHITE OAK 1/8, BIRCH 1/8
YEL. PINE 1/8, BIRCH 1/8
FIR DOOR PANELS
FIR DRAWER BOTTOMS

for
**Wainscoting
One and Two
Panel Doors
and
Cabinet Work**
If It's
VENEERED
We Make It

also

A Complete Stock of Veneer

ARE YOU RECEIVING OUR LISTS?

110-120 REED STREET
MILWAUKEE WISCONSIN

fixture trade and building trades naturally reflects improvement in their own. They could not say whether the improvement would continue, declaring that this depends a great deal on labor conditions. If labor remains in its present situation, and as it normally should, the improvement will be steady.

R. C. Clark is on a business trip to the South and at the same time will visit a brother-in-law who has a banana plantation and his own boat lines to Honduras. Mr. Clark took advantage of this opportunity of a trip from New Orleans to Honduras.

R. A. Smith of the Mound City Veneer Mills considers the veneer and plywood trade still in a very unsatisfactory position. Prices further declined during March, and there is a great deal of under-bidding and price cutting. Especially is this true in the plain veneers. Figured stock is in a much better situation and this applies chiefly to fancy figured walnut. This stock is relatively hard to get, there is a relatively great demand for it, and prices consequently are somewhat at a premium. But the run of stock is in poor demand.



There isn't a thing in plain or fancy veneers, there isn't a type of plywood

THE VENEER LUMBER AND PLYWOOD CO.

HIGH GRADE

Mahogany Walnut	Quartered Oak Plain Oak	Veneer	Mahogany Walnut	Lumber
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VENEERED PANELS "A" GRADE

ANY WOOD—ANY SIZE

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We are manufacturing all the time
WALNUT BUTTS

Sliced Walnut Longwood Walnut on the Halfround
Rotary Cut Walnut $\frac{1}{8}$ -Inch Sawed Walnut
(All any thickness to 10 ft.)

MAHOGANY & QUARTER SAWED OAK
Sheet or Sawn All Thicknesses

Quick Deliveries in

VENEERS OR LUMBER

THE DEAN-SPICKER CO.

JOHN R. DEAN, President

22nd Street and South Crawford Ave., Chicago

**Poplar and Gum
Veneer of Quality**

You will get somewhere if you
use good veneer to start with.

We can make prompt shipment

MOUND CITY VENEER MILLS

Sales Office: 717 Monadnock Block, Chicago, Illinois

Mill: Mound City, Illinois



that you can't buy and buy right from these responsible Chicago firms

Plywood Veneered Panels Rotary Veneers

25 Cars all woods, many special sizes, in CHICAGO WAREHOUSE for immediate shipment. Get our stock list. We have the panels.

MILL SHIPMENTS in straight cars, pool cars, and LCL shipments.

Let Us Know Your Requirements

R.C. CLARK VENEER CO.

"QUICK SHIPPERS"

1650 Besley Court

THE Ingalls-Spicker-Ransom Co.

Manufacturers of Walnut, Oak, Mahogany and other cabinet woods in lumber and veneer.

Years of Practical Experience. Our organization is composed entirely of men of national reputation in this industry.

Complete Stock in Warehouse. We now offer at Chicago a full line of high class walnut, mahogany and oak veneers.

WALNUT BUTTS A SPECIALTY

Main Office, Veneer and Saw Mills: Nashville, Tenn.

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PHONE: BOULEVARD 0830

Veneer Manufacturers Co.

IMPORTERS MANUFACTURERS

Quality Veneers and Panels
The Best in All Kinds

ROTARY CUT, SLICED AND SAWN
FIGURED AND PLAIN
DOMESTIC AND IMPORTED STOCK

We are located on the Chicago Junction Railway, which enables us to receive from and ship to all parts of the world on short notice.

SEND US REQUISITIONS FOR DIMENSION
SIZES IN GUM AND POPLAR

1036 W. 37th St., Chicago, U. S. A.

CHICAGO'S FACILITIES for promptly filling orders for Veneers and Plywood

are unequaled. Well stocked warehouses are maintained in the city by nearly all recognized Chicago firms, or else they can make shipments direct from their own mills.

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."



"The Cabinet-wood of the Ages"

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."

In Constant Demand

Every maker of furniture, interior trim and cabinet work knows that there are times of "craze" for particular kinds of wood—periods of "peak" demands for certain varieties.

These swings of popular taste go from wood to wood, with more or less regularity. But you never saw a time when there was not a steady, regular demand for Walnut furniture of the better class, did you?

Isn't that the best evidence that whatever you make in "Real American Walnut" is certain of a ready sale?

Partly from tradition and history and partly because of our national advertising, there are more people who appreciate the values in Walnut and are demanding its use than ever before.

You never have any trouble in selling anything that you make from "Real American Walnut," because the VALUE of it is readily recognized and fully appreciated.

Real Walnut is always a "sure fire" seller.

You will find some valuable marketing data in our Walnut Book.
We will gladly send you a copy without charge or obligation.

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION
ROOM 1024 616 SOUTH MICHIGAN BOULEVARD CHICAGO, U. S. A.



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Are You Interested in the
Following Exceptional Values
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1s & 2s, all 6' & 7' long . . .

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1s & 2s, all 8' & 9' long . . .

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Selects . . . 4/4, 5/4, 6/4, 8/4

No. 1 Com. . . 3/8, 1/2, 5/8,
3/4, 4/4, 5/4, 6/4 & 8/4

No. 2 Common

..... 4/4, 5/4, 6/4 & 8/4

ALL STEAMED AND 10
MONTHS ON STICKS

FRANK PURCELL
WALNUT LUMBER CO.

A Ranking Name in Walnut
for Many Years

Mills and
Offices
Kansas
City,
Kansas

WALNUT

(Continued from page 40)

it possible to avoid confusion of any sort. Clarity is as important, in one realm of thought as in the other, and of course such clarity will be destroyed if conflicting influences are allowed to express themselves in the furnishings or in the general environment.

"Business men, as in Mr. Armour's case, are showing increased tolerance for color, certainly in rugs and upholstery. Not long ago it was believed that man's favorite hue was red, but inquiry has proved that while men in general might think they like red best, they always wear blue in preference. Blue, then, is the great rug in this spacious office, and blue Spanish leather covers his comfortable chairs. The shade is that of the early evening sky, and it is suitably framed in American walnut, used not only in the desk and chairs, but in the wainscoting. At one time misguided decorators smeared out the natural tints of this admirable wood, destroying also the beauty of the grain by using an ugly brown stain. This practice has been outlived. Here, today, the eye passes gratefully over the dim and faintly clouded surfaces, relieved at intervals by pilasters carved in the manner of the Italian Renaissance.

"This office reflects the character of the respect Mr. Armour holds for his work and for the people with whom he comes in contact. It is dignified in a sincere way, rich in the atmosphere of permanence, and never fatiguing in its appearance. It does not possess an atmosphere of austerity. It is fundamentally a background, and not an overwhelming or even a very noticeable thing in itself. It has the gracious quality of being able to leave the mind of its occupant free for other thoughts.

"Simple, serviceable, and unostentatious; useful, comfortable, and with an air of entire correctness; this sums up the qualities of Mr. Armour's desirable office."

QUALITY
UNIFORM
DIVERSIFIED

DISTINCTIVE

Our Walnut Lumber Is Distinguished by the Texture and Character
Peculiar to Missouri and Illinois Timber. Try Our Stock.

PICKREL WALNUT CO.
St. Louis, Mo.

UNDERWOOD QUALITY

VEENEERS

PROMPT DELIVERIES
ATTRACTIVE PRICES

PANELS

During the past twenty-five years our constant aim has been to make Veneers and Panels especially adapted to the needs of our customers and our ever-widening field of trade has been built up on this principle.

We carry a large stock of both logs and seasoned Veneer at all times. Our shipping facilities are excellent and orders are promptly filled.

Send us your inquiries. We carry a large stock of Three and Five-ply Panels on hand at all times—Write for list of sizes.

UNDERWOOD VENEER CO. WAUSAU, WISCONSIN

Mayor Bosse, Giant in Furniture Industry, Dies Suddenly

Benjamin Bosse, mayor of Evansville, Ind., and president of the Globe-Bosse-World Furniture Company, died at his home in Evansville on April 4, death being due to pneumonia with complications. He was ill but a few days.

Mayor Bosse was one of the wealthiest citizens of Evansville and was one of the best known furniture manufacturers in the United States. Several years ago he was president of the National Furniture Manufacturers' Association. Mayor Bosse was one of the largest buyers of lumber in the city of Evansville and was widely known among the lumber manufacturers and wholesalers of the western states. He was a self-made man and at the time of his death he was connected with about twenty-five of the leading manufacturing or business concerns of his home city. He was 47 years old and is survived by his wife, five brothers and two sisters. He was born on a farm near Evansville and when 16 years old started to work in Evansville, driving a delivery wagon for a grocery store. Later he helped to start one of the first furniture companies in Evansville, known as the Globe Furniture Company. At the time of his death he was president of the Globe-Bosse-World Furniture Company, the West Side Bank of Evansville, the Imperial Desk Company, the Evansville Furniture Company, the Evansville Courier Publishing Company, the Bosse Coal Company, the Evansville Top and Panel Company, the Ohio Valley Roofing Company, the Vendome Hotel Company and others. He was a director in the Evansville Enameling Company, the Furniture Building Company, the Atomized Fuel Company, Karges Wagon Company, Evansville Supply Company and other large manufacturing concerns. He recently was elected president of a large insurance agency in Evansville. He was chairman of the democratic state central committee of Indiana and one of the leading figures in democratic politics of the state. His friends believe that had he lived he would have been the nominee of his party for governor of the state in

1924. Mayor Bosse started on the first of the present year serving his third term as mayor. He was active, progressive and public spirited and he was known as the mayor who built.

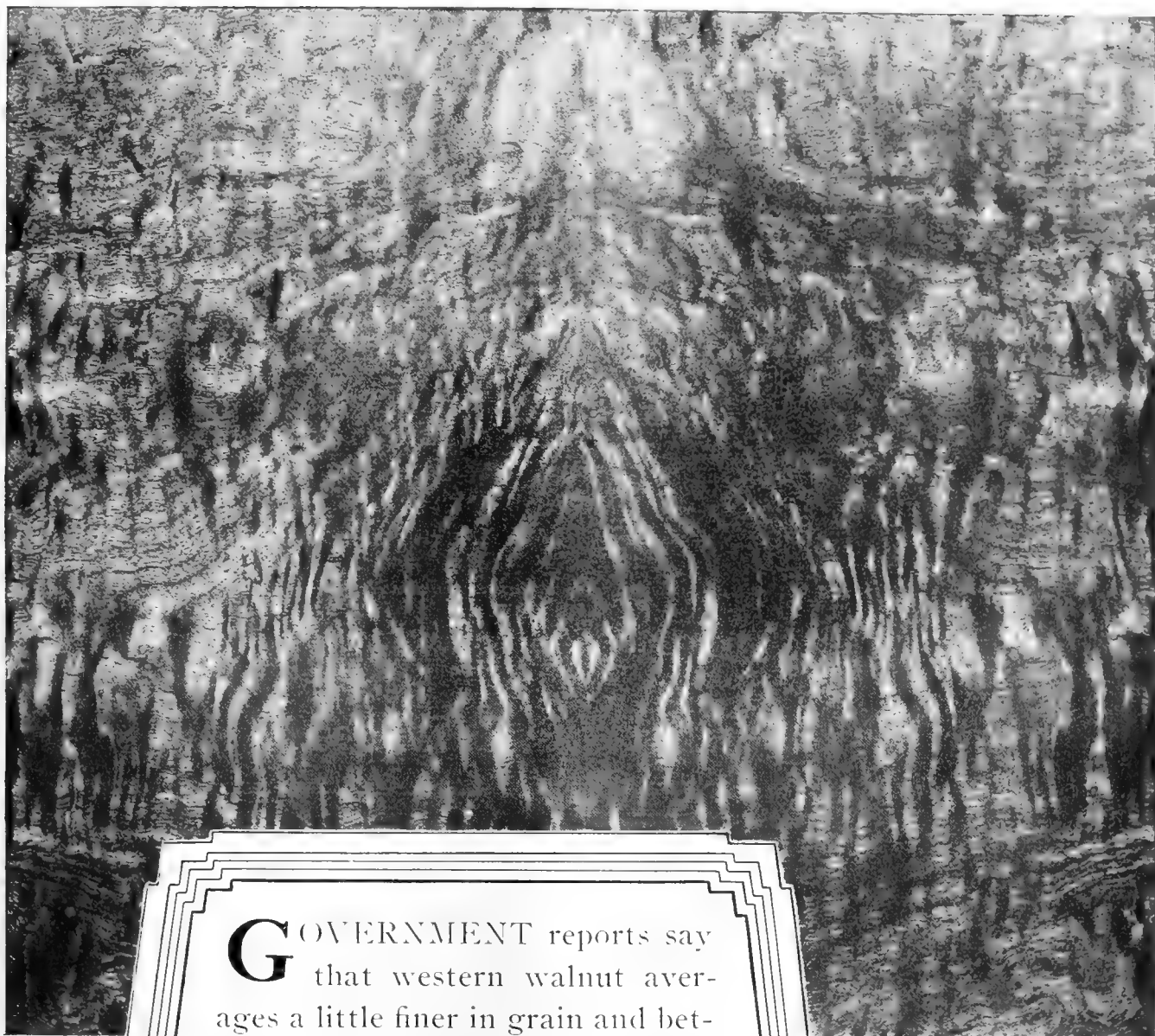
Testimony Given in Thin Lumber Case

Representatives of the Southern Hardwood Traffic Association and numerous veneer men appeared before a hearing of the Interstate Commerce Commission, Louisville, Ky., April 3 and 4, for a continuance of arguments presented by the shippers for lumber rates to apply to plain veneers, and a rate of 15 per cent over lumber rates for figured veneers. A lot of testimony was heard from several veneer men, showing why such rates should be granted.

The Foreign & Domestic Veneer Co., Louisville, recently chartered with a capital of \$50,000, with Sam C. Mengel as president, and E. J. Mengel, secretary-treasurer, has located offices at 1210 Starks building, and has under lease part of the Brunswick-Balke-Collendar Co. plant at Knoxville, where it will produce fine grade veneers, also jobbing veneers. The company will feature mahogany, oak, walnut and gum veneers.

Sheboygan Takes Piano Plant Site

The S. W. Miller Piano Company of Sheboygan, Wis., has been obliged to defer its new factory construction project because the city of Sheboygan has started condemnation proceedings upon the site, which is located on the lake front, and is wanted for extensions of public park and bathing beaches. It is now seeking a new site. Since it must vacate its present quarters by May 15, arrangements have been made to purchase the old American Theater building on South Eighth Street, near Clara Avenue, which is being remodeled for temporary use as a factory and warehouse. According to William H. Ackerman, treasurer and general manager of the company, it is hoped to get a fair start on a permanent new plant before the end of the summer.



GOVERNMENT reports say that western walnut averages a little finer in grain and better in marking than eastern walnut—and that walnut grown in Iowa is a little better on the average than other western walnuts. Buyers for some of America's leading cabinet makers confirm this statement.

Let us quote you on your needs in Walnut Lumber and Veneers. Some especially good values now

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WALNUT**

Des Moines Sawmill Company
Des Moines, Iowa

Des Moines Sawmill Co.
Des Moines, Iowa

Please quote us on:

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Leaders in Veneer and Plywood Since 1880

FROM the two splendid plants pictured on this page (monuments to 42 years of conscientious and intelligent effort), many important American industries are filling their requirements.

Our growth has been so carefully planned that the organization naturally inspires confidence. Each department has an important bearing on the whole. Great tracts of timber selected years ago from the cream of the then practically untouched hardwood forests; splendid factories built with a thorough knowledge of the intricate demands of quality production; sales representation which makes it a pleasure to establish contact; all contribute to our position of leadership. Your business, too, may be wisely intrusted to our hands. May we assist you in

Veneers and Plywood

In stock sizes—also according to specifications in Walnut, Mahogany, Quartered and Plain Oak, Gum, Birch, Ash, Plain or Figured Yellow Pine, Cottonwood, Sycamore & other woods.

St. Louis Basket & Box Company

ESTABLISHED 1880

ST. LOUIS, MISSOURI

*9000 ft. of selected white oak
logs cut from 100-ton timber
and destined for our own mills*



may begin functioning sometimes this summer, probably by July 1. Further than this Mr. Stark would not make any statement for publication.

The members of the committee, besides Chairman Stark, are: Memphis, Ralph May and Ralph Jurden; southern territory, F. K. Conn, Yazoo City, Miss.; C. H. Sherrill, Maryville, La., and R. F. Dulwebber, Greenwood, Miss.; eastern territory, B. B. Burns, Huntington, West Va., and W. M. Ritter and M. W. Stark, Columbus, O.

Increase in the size of the committee has been suggested but the personnel will probably remain the same as at present.

According to Chairman Stark, the action of attorneys for the American Hardwood Manufacturers' Association in filing a petition with the Supreme Court for an interpretation of its recent decision, with particular reference to the rights of the defendants to gather and disseminate the basic information of the hardwood industry, will not have any immediate bearing on plans for the formation of the institute. It is pointed out that it may require a great deal of time, even if the Supreme Court clarifies its ruling, before this is done, and, in the meantime, the committee hopes to take steps that will put the institute on a practical, definite working basis.

Exporters Urge Return to Pre-War Rate Arrangements

The special committee of the National Lumber Exporters' Association appointed by Dwight D. Hartlove, the president, at the annual meeting in Cincinnati last January to confer with a similar committee representing the North Atlantic Freight Conference met jointly with the committee from the steamship lines in New York March 23 and discussed stabilization of ocean freight rates. Under instruction from the steam ship lines the committee from the Freight Conference was limited to rate stabilization, which prevented the N. L. E. A. committee from bringing up some other matters of vital interest to the shippers. It developed from the statements of the steamship representatives that they understood rate stabilization to mean fixing of rates with the prevailing figures of 30 cents per 100 pounds for heavy woods and 45 cents for light wood as a basis, and that they expected that in consideration of certain shipping facilities the exporters would be willing not only to guarantee freight, but pay a premium. The exporters, for their part, let it be known at once that they were against any rate increase and that, in fact, they looked for a reduction. What they wanted was rate regulation and not a regular rate. In this connection they pointed out that although hickory logs were easy to handle, almost immune to damage enroute and stowed well, they had to pay the same rate as oak planks; whereas prior to the war logs carried a lower rate. The shippers also stressed the circumstances that the current rate takes no account of differences in distance or conditions at foreign ports, which the exporters considered inequitable. They favor a return to the pre-war state of affairs, when allowances were made for variations in conditions.

The discussion, therefore, disclosed the prevalence of some very decided differences of opinion, but in spite of this diversity of views, and though nothing definite was accomplished, the exporters' committee carried away the impression that some progress toward an understanding had been made. It was the feeling that the interchange of ideas had served to make for something like a basis for further negotiations, from which more concrete results are expected.

The steamship men admitted that they were without authority to conclude any arrangement, and that they could only promise to submit the claims of the exporters to the freight conference.

All the members of the N. L. E. A. committee with the exception of W. J. Mayhew of the W. M. Ritter Lumber Company were present, and in addition A. T. Knox of the Lucas E. Moore Stave Company of New Orleans, Chester F. Korn of the Korn Company of Sumter, S. C., a former president; Dwight E. Hartlove, president of the N. L. E. A., Baltimore, and several others attended the session by invitation. F. A. Ryan of the International Mercantile Marine, occupied the chair and acted as spokesman for the steamship representatives.

With the Trade

River Invades Cabinet Company's Store Rooms

The Wabash Cabinet Company, at Wabash, Ind., was threatened by a flood recently when two weeks of constant rain brought the Wabash river out of its banks. For two nights the company kept pumps busy keeping the basement as dry as possible and finally all the material in the basement was moved.

Company Formed to Make Outdoor Furniture

W. T. Semon, Thomas B. Reed, Finley T. Semon, Nicholas Eitel and W. M. Nauer recently organized the Vernon Manufacturing Company at Vernon, Ind., having a capitalization of \$15,000. The company will manufacture porch and lawn furniture.

Angier Succumbs to Appendicitis

Franklin J. Angier, for twelve years superintendent of the timber preservation department of the Baltimore & Ohio railroad, died on March 24 at Mercy Hospital in Baltimore, Md., after an illness of less than a week following an operation for appendicitis. Mr. Angier, who had been to

Chicago, attending a convention, was on his way home. When not far from the western city he was stricken. He was born December 22, 1869, at LaMoille, Ill., and before joining the forces of the Baltimore & Ohio railroad was associated with the timber departments of several western roads. He was a thirty-second degree Mason and had a host of friends. Not long ago he was elected president of the American Wood Preservers' Association.

Expects Export Prices to Advance

William Wright of the well known Glasgow timber firm of Wright & Graham was a visitor in Baltimore, Md., two weeks ago and saw some of the exporters there. He also conferred with Dwight D. Hartlove of Price & Heald, president of the National Lumber Exporters' Association, who has spent much time recently in the office of Secretary Harvey M. Dickson, the latter having been ill for nearly a month from grippe. Mr. Wright, who came over on the Baltic, landing in New York, discussed especially the belief prevailing on the other side of the Atlantic that prices of American hardwoods would go lower, and was informed that such an expectation could not be based upon a study of conditions in the States, which rather supported the view that the range of values would rise. It was Mr. Wright's intention to make an extended trip, visiting many of the lumber producing points.

Lumberman Leaves Estate to Widow

The will of the late A. E. Norman, Sr., disposing of about \$185,000 in personal property, leaves his estate to his wife for life, and provides that at her death each of several grandchildren shall receive \$1,000 each, and the remainder shall be equally divided between his three sons, E. B. Norman of the Holly Ridge Lumber Company, A. E. Norman, Jr., of the Norman Lumber Company, and J. Van Dyke Norman, lawyer. The Hardwood Club at its last meeting adopted resolutions in connection with Mr. Norman's death.

Shaker Timber Is Sold

The Bland & Day Tie & Lumber Company, Lewisburg, Ky., has recently closed a deal to take over 4,000 acres of timberland at South Union, Ky., extending from Logan through Warren and into Simpson county, at a price said to be over \$200,000, the property having previously been owned by the old religious organization known as the Shakers.

Reeves to Make Roller Grinders

The Reeves Pulley Company of Columbus, Ind., will begin the manufacture of the Reeves roller grinder soon, it has been announced by G. L. Reeves, treasurer of the company. The manufacture of the grinder has been in the hands of the Chandler-Taylor Manufacturing Company of Indianapolis since it was put on the market three years ago. Mr. Reeves also announced the forming of the Reeves-Bond Sales Company to operate the firm's Chicago branch. The officers of the new company are: Charles Bond, Philadelphia, president; Morgan T. Williams, Manheim, Pa., vice-president; John Jewell, Columbus, treasurer, and Miss M. Florence Shaw, Philadelphia, secretary.

Handle Company Has Handsome Brochure

The Ivory Handle Company of Hope, Ark., has adopted a very unique method of advertising its handles. They have issued a brochure containing cuts, descriptions and prices of their various handles, and the quality of this work would do credit to a wholesale jewelry establishment. They also issue a guarantee to be attached to handles of an equally high quality of workmanship. Altogether, the impression is very favorable.

Laboratory Decennial Record Published

The decennial celebration of the U. S. Forest Products Laboratory, which was held at Madison in the summer of 1920, is commemorated in a book just issued by the decennial committee. This book is called "The Forest Products Laboratory—A Decennial Record." Approximately 1,500 copies of the book have been sent to a list including prominent agencies in the forestry and wood using field, mostly in this country and a few abroad. Trade periodicals, trade and technical associations, companies and corporations, forestry and engineering schools and industrial research laboratories are representative of the field covered.

Following this initial distribution the committee will have several hundred copies of the report to sell at \$1.75 the copy.

Swann and Kopcke Company Announced

The Kimball & Kopcke Company, hardwood lumber merchants of Knoxville, Tenn., has been succeeded by the Swann & Kopcke Company. J. W. Rose is president of the new company; H. C. Kopcke, vice-president, and C. R. Swann, secretary and treasurer.

A. C. Lange Joins Kansas City Company

A. C. Lange, for a number of years vice-president and general manager of the Chicago Mill & Lumber Company, Blytheville, Ark., has severed his connection with that firm and has accepted the position of vice-president and general manager of the National Hardwood Company of Kansas City. He left Memphis Saturday evening, April 1, for Kenwood, Okla., where he has taken charge of the construction of a single band mill for this firm. The company owns 100,000 acres of hardwood timber lands in that vicinity, together with stumpage rights on other properties. It is said that 95 per cent of the timber is oak. The company plans to have its band mill in operation by June 1, and it will then build several portable mills, which will bring its annual output to 30,000,000 to 40,000,000 feet per annum. It also owns and operates the Arkansas & Oklahoma railroad, twenty miles in length, which connects with the Kansas City, Oklahoma & Gulf at Salina, Okla.

Mr. Lange is one of the best known lumbermen in this territory. He

BLAIR LUMBER CO.

Hardwood Manufacturers

CHATTANOOGA, TENN.

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

has been identified for years with the Lumbermen's Club of Memphis, the Southern Hardwood Traffic Association, the American Hardwood Manufacturers' Association and the Southern Alluvial Land Association. He served the latter as president for one term. Regret is expressed over his leaving Memphis, but the best wishes of a large circle of friends go with him in his new field of endeavor.

Delta Hardwood Lumber Company Puts New Mill to Work

The newly formed Delta Hardwood Lumber Company, with a capitalization of \$400,000, has about completed its new band mill at Rayville, La., and this was placed in operation about April 7. The mill is equipped with an 8-foot band saw and is thoroughly modern in every respect. It will have an annual capacity of 12,000,000 to 15,000,000 feet. The company owns enough timber and controls enough stumpage rights to supply its requirements for fifteen to twenty years.

Joseph Newburger, president of the Newburger Cotton Company and one of the most prominent business men of Memphis, is vice-president of this firm. Other officers are: W. B. Hoffa, Grenada, Miss., president, and Wilmer J. Thomas, secretary-treasurer. Mr. Thomas will take up his residence at Rayville.

Hardwood Timber in Receiver's Sale

Approximately one million feet of hardwood timber is included in the assets of the Dix Lumber Company, Terre Haute, Ind. The timber is on a 223 acre tract in Martin County, Indiana. Factory buildings, dry kilns, warehouses, mill plant, boilers, engines, electrical plant and the blower system, located on the ground of the company, together with the timber tract are included in the assets of the company to be sold at a receiver's sale April 19. The plant of the company is appraised at \$150,000 and occupies approximately 65,000 square feet of ground.

Brunswick-Balke-Collender Building Into New Timber Holdings

Approximately six miles of standard-gauge railroad will be built by the Beech Fork Timber Company of Cincinnati in Anderson and Campbell counties, Tennessee. The line will branch off of the Tennessee Railroad, a branch of the Southern Railroad at Oneida, Tenn., and traverse up the left bank of Beech Fork of New River for six miles. The Beech Fork Timber Company was recently incorporated under the laws of the State of Illinois by the Brunswick-Balke-Collender Company of Chicago and the Buskirk-Heyser Lumber Co. of Cincinnati.

Benjamin Bensinger, president of the Brunswick-Balke-Collender Company, is also president of the Beech Fork Timber Company, and John C. Schank, treasurer of the Chicago concern, vice-president and treasurer. William E. Heyser of the Buskirk-Heyser Lumber Co., is secretary and general manager. The Beech Fork Timber Company recently bought 8,000 acres of virgin timber land in Anderson and Campbell counties, Tenn., from the Coal Creek Mining Company.

Logging camps have already been built on the land of the timber company and the officials hope to have the railroad in operation by next fall. The logs, Mr. Heyser said, will be shipped to the veneer plant of the Brunswick, Balke-Collender Company at Knoxville, Tenn. The main offices of the company will be Eighth and Horne streets, this city, in connection with those of the Buskirk-Heyser Lumber Co. A branch office will be established in Chicago.

Hardwood News Notes

MISCELLANEOUS

The Elberg Keller Body Manufacturing Company, Kansas City, Mo., is now operating as the Elberg Body Manufacturing Company.

At Grand Rapids, Mich., the Merdzanski Furniture Company has been incorporated.

The T. J. Moss Tie Company, St. Louis, Mo., has increased its capital stock to \$600,000.

The Raine-Andrews Lumber Company of Elkins, W. Va., filed notice of dissolution on March 25.

BUFFALO

Buffalo held a "Better Home Exposition" during the week ending April 1, and the Broadway Auditorium was visited by many thousands of persons desirous of seeing the many exhibits for the improvement of the home. It is proposed to hold the exhibition annually at about the same time of year. Among the exhibitors were G. Elias & Bros., who had a display of the many woods used in home construction, and the Ray H. Bennett Lumber Company, North Tonawanda, who showed a model of a ready-cut house. The show equipment was taken from here to Detroit, where a similar exposition will be held in the General Motors building in May.

The H. B. Edgett Company of Genesee, Allegany County, has been incorporated to carry on a business in toys and novelties, with capital of \$25,000.

Maurice M. Wall was last month honored with the presidency of the Steuben society of Buffalo, composed of former residents of that county. A dinner of the society takes place on April 21, with a number of prominent speakers present.

Orson E. Yeager, accompanied by his wife and son, Orson E. Yeager, Jr., who is a student at the Milford School, Milford, Conn., have been enjoying a vacation at Hot Springs, Va.

Mrs. Lillian R. Cummings, wife of Mark Cummings, head of the Mark Cummings Lumber Company, died on April 3 after an illness of twelve weeks, during which she was in the Buffalo General Hospital and sustained an operation. Besides her husband, she leaves her mother, Mrs. Timms, and a son, Marcus A. Cummings.

Horace F. Taylor, Jr., son of the president of Taylor & Crate, has been elected captain of the swimming team at Dartmouth College. He is a graduate of Nichols School, in Buffalo, where he was a member of the swimming team. He is a member of the class of 1923.

Charles N. Perrin is the chairman of the entertainment committee of the Buffalo Lumber Exchange, having recently been appointed by Elmer J. Sturm, president, as successor to William P. Betts, who has filled the place for a number of years and now wished to resign. He still remains

on the committee and other members are Fred M. Sullivan, John F. Knox, C. Ashton McNeil, Arthur J. Yeager, A. H. Weaver and F. Chase Taylor. The exchange is holding well-attended meetings and will continue the plan of having prominent speakers present on frequent occasions.

CINCINNATI

The Mowbray & Robinson Lumber Company has been incorporated with a capital of \$100,000, the new company to act as the selling organization for the Mowbray & Robinson Company, which will continue as the producing organization. The incorporators are F. W. Mowbray, E. O. Robinson, Joseph J. Linehan, Benjamin Rubenstein and R. W. Sloniker.

J. C. Lloyd of the Illinois Timber Company, Shobonier, Ill., was in Cincinnati recently on his way to Kentucky to inspect some timber lands for his company.

Papers have been filed with the Secretary of State incorporating the Southern Pine & Hardwood Company of this city, with a capital of \$10,000. The incorporators are C. A. Roy of Nicholasville, Ky.; L. S. Schleinhaut, Birmingham, Ala.; Charles F. Runck, Jr., T. E. and Arthur W. Wood of Cincinnati. The company will establish an office in the Wiggins block.

The Philip Smith Manufacturing Company, bankrupt washing machine concern of Sidney, O., was sold at auction in the United States Federal court room in this city. The sale of the assets has not been confirmed by the court because William Jaffe of Sidney has not paid into court \$29,800 which he bid in auction sale. The sale was ordered by the court when the creditors failed to agree. The sale yielded \$9,300 more than the former highest bidder.

INDIANAPOLIS

The Marion county, Indiana, surveyor expects to use 6,000 hardwood stakes during the coming year. Half of this number are to be 1½ by 1½ by 18 inches, sawed on four sides, the remainder to be 2 by ¾ by 18 inches, dressed on the two-inch face. The board of county commissioners of Marion county are receiving bids on the stakes at the present time.

The Hoosier Tie and Lumber Company was recently organized at Terre Haute, Ind., with a capital stock of \$100,000. C. J. Richards, John F. O'Brien and John H. Beasley are directors of the company.

The plant of the Sinker-Davis Company of Indianapolis, manufacturers of boilers, engines and saw mill machinery, was badly damaged by fire recently. The fire originated in the boiler shop and is said to have been caused by the explosion of turpentine fumes in a varnish tank. The flames rapidly spread to other portions of the plant, but were checked before they reached the building occupied by the finishing room offices.

Fire of unknown origin recently destroyed two warehouses, two large trucks and about thirty carloads of baskets belonging to the Rice Hub and Rim Company at English, Ind., as well as machinery for the manufacture of hubs, rims and egg cases, which A. Turley and James Blackburn had purchased from the Rice company and which they had left stored in one of the warehouses until their new factory building was completed. The men had but little insurance, but the Rice company had \$16,000 insurance to apply on their loss, which is estimated at \$38,000.

EVANSVILLE

B. F. VonBehren, of the Von Behren Manufacturing Company, manufacturers of spokes and hubs here, has announced he will seek the republican nomination for representative in the Indiana legislature in the primary that will be held in Vanderburg county on May 2d. Other lumber men and those connected with allied interests in this end of the state are seeking political honors this year. Fred E. Bergmann, owner of a planing mill and lumber yard at Chrisney, Ind., is a candidate for the democratic nomination for county commissioner from Spencer county.

Gus E. Bauman, of the Gus E. Bauman Hardwood Company, has returned from a business trip to Memphis, Tenn., and points of interest in the south and he reports that business conditions in those sections are looking up a great deal.

The Latona Talking Machine Company of this city has added \$50,000 of preferred stock to the \$100,000 capital and the money will be used in the construction of a factory building here, 50 by 125 feet, some time this fall, according to an announcement a few days ago of Oscar Grimwood, president and treasurer of the company.

Fire a few days ago destroyed the planing mill and lumber yard of the Murdock Lumber Company, Washington, Ind., the loss being estimated at \$25,000. The origin of the fire has not been determined.

The plant of the Universal Manufacturing Company in this city, that is valued at \$125,000, has been placed in the hands of the American Trust and Savings Bank and it will be sold. The company has had its plant here closed off and on for the past two years. The company manufactured soda fountain fixtures.

Webster and Newman have started a handle factory in operation at Osgood, Ind., for the manufacture of broom handles. A number of men will be employed at the plant.

Charged with violating the provisions of the patent of F. G. Perkins, a basic glue-making process, on which at his death was assigned by his wife to the Perkins Glue Company, of Landsdale, Pa., suits were filed recently in Federal Court against the Karges Furniture Company, Evansville, and

We Offer Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and to offer kiln drying service of proven efficiency for handling either green or dry lumber. This service is based on the same conservative care which has always characterized our every department from the log to the finished product.

We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

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the next time*

J. V. Stimson & Co.
OWENSBORO, KENTUCKY

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"



The sign to follow
for Maple Flooring

Maple, Birch, Basswood, Elm, Beech

The Hardwood Situation

In view of prevailing conditions in this important market, we have considered the present an opportune time to present a chart on the movement of hardwood lumber prices as a basis for an analysis of the situation. In the chart we show the movements of two composite groups of hardwood lumber prices from July, 1916, to March, 1922, compared with the movements of Bradstreet's Index Number representing the general level of prices for the same period.

*A free copy of this chart will be mailed
upon request. Write Department M to us*

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"The Original System of Forecasting from Economic Cycles"

Plain and Qtd. Red and White

Even **OAK** Soft
Color AND OTHER Texture
Hardwoods

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The
Mowbray & Robinson Co.
(INCORPORATED)
CINCINNATI, OHIO

Kentucky Lumber Co.

LEXINGTON, KENTUCKY

Manufacturers

SHORT LEAF YELLOW
PINE

GUM OAK TUPELO

Mills at Sulligent, Alabama

DRY KILNS AND PLANING MILLS

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

A. F. Karges, president; the Globe-Bosse-World Furniture Company and Edward Pager, treasurer; the Goshen Veneer Company, Goshen, Ind., and Myron C. Dow, secretary-treasurer, and the Hoosier Manufacturing Company, New Castle, and J. S. McQuinn, secretary-treasurer. The plaintiff alleged infringement of their patent rights and is seeking damages.

BEAUMONT

The Southern Pacific has made a 25 per cent reduction in freight rates on dunnage to all Texas ports. In the past dunnage has been taking the same rate as lumber, which was prohibitive.

Roy Kollenborn, editor of "The Log," the Long-Bell publication, is in the Beaumont territory securing some photographs for the next issue.

LOUISVILLE

With a capital of \$100,000, the Elliott Wood Bending Co., Louisville, has been chartered by Charles W. Elliott, II, R. Friend, Albert Simpson and Lorenzo Johnson. The debt limit is equal the capital.

The Rice Hub & Rim Co., English, Ind., on March 24, suffered fire loss of about \$38,000, partly insured, when two large buildings containing stock and machinery burned.

Amended articles have been filed by the Frey Planing Mill Co., Louisville, increasing its capital stock from \$75,000 to \$150,000.

NEW ORLEANS

The Southwestern Hardwood Manufacturers' Club, comprising leading manufacturers of the three states of Mississippi, Louisiana and Texas, after holding its monthly meetings at various dates for the past three months, for first one reason and then another, effective in April, is reverting to its regular meeting date; namely, the second Wednesday of each month, which for April falls on the twelfth.

The Dudley-DuBose Lumber Company, New Orleans, is making use now of the port of Mobile, Ala., for the purpose of exporting large quantities of its hardwood lumber. L. P. DuBose, of the company, gives as the company's reason for using the Alabama port instead of the home port the charge that the Crescent City port lacks proper facilities and also the charge that the hardwood products can be handled substantially cheaper from Mobile than they can from New Orleans. Two steps are now being taken, however, to relieve the hardwood and other shippers through the port of New Orleans, it should be recorded; first, the Dock Board is making arrangements to assign the lumbermen a special space along the waterfront for the handling of lumber products, and the Association of Commerce and other agencies are conducting a vigorous investigation into charges that the Public Belt Railroad is muleting shippers through this port.

The Faust Brothers Lumber Co. has made arrangements with the E. L. Hendricks Lumber Co., both of Jackson, Miss., whereby the former will aid the latter in operating its huge hardwood sawmill at South Jackson, Miss. The mill is to be run steadily, cutting high-grade hardwoods, consisting of poplar, oak, ash, gum and also cypress, at the combined rate of eight million feet per annum. The sales of the plant, it is understood, will be handled through the Faust Brothers Lumber Co. V. E. Porter will have charge of the Jackson plant and he will also attend to the purchasing of logs. The Faust Brothers Lumber Company's own plant at Crew Lake, La., has an annual output of about seven million feet per annum.

The wholesale lumber and tie business of L. W. Bower Lumber Company, Camden, Ark., has recently been bought out in its entirety from the other member of the firm, W. H. Hyatt, by L. W. Bower, senior member, who now is the sole proprietor of the business.

The Texas Company, of Houston, Texas, has recently purchased the famous Black tract of hardwood stumpage, consisting of 13,000 acres of choice timber, from the Singer Sewing Machine Company, situated in Evangeline Parish, Louisiana, which stood for years in the individual name of H. Frederick, of Coldwater, Mich. Oak, ash, gum and hickory abound on the tract in the finest quality and greatest quantity.

TORONTO

Death came suddenly on March 28 to John Barry, a widely-known Toronto lumberman. Mr. Barry had been associated with John B. Smith & Sons, Ltd., for 37 years and for the past 20 years was manager of their lumber yards at the Dundas Bridges in the city.

The Fletcher Lumber Company, Windsor, Ont., has commenced work on a planing mill and general office. The planing mill is to be one story, 39x50, while the office building will be 24x24.

D. A. Davis, treasurer and manager of the Bancroft Lumber and Manufacturing Company, Bancroft, Ont., has returned from a several weeks' trip through Michigan, Ohio and Indiana. It is said that the production of lumber in the vicinity of Bancroft, which is in the northern part of Hastings county, will only be about 50 per cent of what it was last year.

Robert E. Stocking of the New York lumber firm of Messrs. Power, Moir & Stocking is in Quebec consulting with the president of the company, W. Gerard Power, on business connected with the company and railway shipments of lumber to New York and other United States points. Mr. Stocking is urging lower transportation rates in order to conserve the

eastern Canada lumber trade with the eastern and central states of the United States. He is taking the matter up with the railways.

A recent incorporation is the Michener Lumber Company with a capital stock of \$40,000 and head office at Smithville, Ont. William Michener, who has carried on a lumber business in Smithville for the past twenty-five years, is president of the company. Wallace Glintz is secretary-treasurer and Harold Gowland is vice-president.

A provincial charter has been granted to the Toronto Hardwood Lumber Company, with headquarters in Toronto and a capital stock of \$40,000. The new organization is an associate one of the Toronto Veneer Company, 1104 Queen street, West, Toronto, and among the incorporators are J. A. Houde, W. A. Dugit, H. T. Brewitt, W. R. Jones and Ernest Houde, all of whom are associated with the Toronto Veneer Company. The new company will handle all kinds of hardwoods, both foreign and domestic. The yards are at the corner of Atlantic avenue and the G. T. R.

The Hardwood Market

CHICAGO

There has been little change in the sluggish condition of the Chicago hardwood market during the past fifteen days, except in a further weakening of prices. It is anticipated, however, that flood conditions in the Southern producing field will result almost immediately in a stiffening of prices not only in Southern but in Northern hardwood items. The extended interruption of production and shipments, which the rising of the Southern rivers now threatens and is already bringing about, is certain to have a marked bullish effect. Flooring and interior trim manufacturers continue to be the heaviest buyers of hardwoods in this market. The weakening of prices in some items has been as much as \$10 a thousand, but this has not been true of FAS grades, as they are scarce in nearly all woods.

BUFFALO

The hardwood trade is proceeding in a fairly active way, but the buying continues in a cautious and conservative way. Local yards are in some cases reporting business considerably better than a month ago, but others say they do not find much improvement taking place. Industrial plants are not running briskly in the majority of cases, so their requirements are not large. More building is being done than for a long time past, and this is helping the sellers of hardwood flooring, while the planing mills are also enjoying a more active business.

Prices are unsettled and much competition has to be faced by the dealers. A good deal of cutting is being done in some cases in order to reduce extensive stocks. Sometimes good lumber is being sold at less than the replacement value. Mill stocks are said to be small, and wholesalers say that it would not take much business to bring about an advance in prices. Some are looking for a stiff market and much more active buying to develop within the next thirty days.

BOSTON

The market remains just about the same as last reported. On the whole demand is pretty quiet locally, and the same is true about inquiry. A real building boom has not yet started here nor a boom in the demand for hardwoods. Perhaps it is a little bit too early, with nine inches of snow falling as an April 1 example of spring. The tone of the market is pretty firm, a strength made the greater by the reports of the idleness of so many mills west. However, there are occasionally chances to buy at bargain prices from some of the manufacturers in need. Present demand is best with the furniture people and the hardwoods yards. There is also some improvement still noted in the demand from the piano people. Also there are slight signs of some business of volume at least later in the finish trade.

BALTIMORE

The better feeling in the hardwood trade appears to have become rather more pronounced in the last two weeks, though this division of the lumber business seems to have made smaller progress of late than yellow pine, a development natural enough in view of the fact that weather and other conditions are now conducive to much building, thus creating a brisk demand for yellow pine, while some of the activities entailing the use of hardwoods have slowed down rather than become more active. For some of the furniture manufacturing sections, for instance, come reports that these establishments are curtailing their output, having provided for the brisk demand in the way of furniture that prevailed some time ago and accumulated some surplus which was put in storage against a revival in buying. This, naturally, has its effect upon the hardwood market, the furniture makers being among the largest consumers of hardwoods in the country. In other directions the situation is more satisfactory, some further progress toward a larger absorption being reported, though orders are still said to be hard to get.

King Mill and Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CAR LOADS

HARDWOODS and SHINGLES

VESTAL Lumber & Mfg. Company

Knoxville, Tenn.



White Oak Timbers

8-16 ft. long—18-30 ft. long

Sound and Square edge

SWITCH TIES

BAND MILLS: KNOXVILLE, DUFF, FONDE

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

BIRCH

No. 1 & Btr. 10/4", reg. wdths. & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. wdths. & lgths...12 mos. dry
No. 1 & Btr. 16/4", reg. wdths. & lgths...12 mos. dry

SOFT ELM

No. 2 & Btr. 5/4", reg. wdths. & lgths...12 mos. dry
No. 1 & Btr. 8/4", reg. wdths. & lgths...12 mos. dry
No. 1 & Btr. 10/4", reg. wdths. & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. wdths. & lgths...12 mos. dry
No. 3 & Btr. 6/4", reg. wdths. & lgths...12 mos. dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

*Manufacturers
of*
**Stimson's
HARDWOOD
LUMBER**

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

DELTA HARDWOODS

**OUR ESTABLISHED POLICY
IS TO PRODUCE ONLY THE BEST IN
HARDWOODS. THIS IS ASSURED
BY THE FACT THAT ONLY VIRGIN
TIMBER IS LOGGED AND CUT INTO
LUMBER. WE CARRY IN STOCK A
SPLENDID ASSORTMENT AND CAN
SUPPLY ANY OF THE REGULAR
GRADES AND THICKNESSES OF OAK,
GUM, ELM, ASH AND COTTONWOOD
IN UNIFORM QUALITY AND TEXTURE**

**HARDWOODS
THAT
APPEAL**

**The
BREECE**
Manufacturing Co.
Arkansas City, Ark.

Double Band Mills

COLUMBUS

There is a stronger demand for hardwoods in Columbus and central Ohio territory. Buying on the part of retailers is the best feature, but factories are also coming into the market better. Concerns making boxes, furniture, automobiles and caskets are the best customers among manufacturing enterprises. Railroads are also showing an inclination to enter the market and are buying to a certain extent. It is believed that railroads will be better customers in the near future.

CLEVELAND

The temporary activity in the hardwood market, noted in the last report, has subsided and despite the rumored shortages and price raisings in southern mills, wholesalers find little incentive to buy with the retail demand as it is. Retailers at the first of the year had light stocks, but most of them have gradually picked up supplies from time to time and the present building tie-up finds them all overstocked. However, around the first of May unions and employers will probably adjust their differences, and the result will be a sudden demand which may clear out available stocks in a short time.

CINCINNATI

Hardwood yards are finding a steady amount of trade, though only in exceptional cases is improvement noted over two or three weeks ago. Dealers who have canvassed a good many of their customers say they are unable to obtain very many orders. The unsettled freight rate question is holding back some business in hardwoods, as manufacturers do not want to go ahead until the question of rates is settled. A favorable feature of the hardwood trade is that prices are holding steadier in many instances than a year ago. Not so much lumber is being offered now at sacrifice prices. Dealers are of the opinion that if the present mild weather continues there will develop a boom in the building industry and consequently a big demand for lumber of all kinds.

INDIANAPOLIS

Demand on the part of the retail trade came to the fore the first of this month and distributors here say that as it becomes certain the year will be the biggest in construction the city ever has had, the demand has grown remarkably. Exceptional construction weather during the past week has caused the retailers to hasten to the market and where last year there were more mixed cars than anything else, car lots now are the rule. Reports show practically every interior finish mill working to capacity and some of them are behind with orders. Oak and gum are the favorite woods with the builders. While there appears to be little improvement with the industrial, some reports are being received of increased production in several of the plants and steps are being taken to put others, who went into receivers' hands, back into operation. Prices seem to be stationary and no change is looked for.

EVANSVILLE

Trade with the hardwood lumber manufacturers and wholesalers of Evansville and southern Indiana has shown some picking up in many ways during the past ten days or two weeks. March was a better trade month than February and it is believed that April will bring in a larger volume of trade than March. Few of the hardwood mills in this section are being operated at this time and logs have not been coming in freely for some time past, due to the floods and hard rains in the south. Lumber prices are holding firm and some grades are tending to advance. The outlook for summer trade, taken as a whole, is quite encouraging. There is a much better feeling pervading the trade and both inquiries and orders have been picking up some for the past month, although there has not been anything like a rush in business. Furniture manufacturers have been buying more liberally of lumber during the past few weeks and the manufacturers believe that after the close of the market here the first week in April that the factories will buy even more liberally of gum and other grades.

MEMPHIS

Flood conditions in the Mississippi and its tributaries have already brought logging to a complete standstill throughout the valley territory, including the greater portion of West Tennessee, Mississippi, Arkansas and north Louisiana, and have likewise brought about enforced idleness at approximately 75 per cent of the hardwood mills operating in, or drawing their supplies of timber from, the area in question. Furthermore, as the crest of the rise in the Mississippi passes south from Helena, Ark., where it stood April 5, the number of mills put out of commission will be still further increased and production of hardwood lumber will be correspondingly decreased.

Opinion among members of the trade regarding the duration of the period of enforced idleness of logging and milling crews differs somewhat, but it is generally conceded that very little in the way of logging will be

accomplished under 60 to 90 days. Some few mills have surplus supplies of logs on which to draw, and these will be able to resume operations as soon as their railroad facilities are free of water. But, in the majority of cases, it will be impossible for mills to resume until timber for their use can be cut in the woods and prepared for shipment. Thus, from whatever angle the situation is viewed, the outlook is for a prolonged period of very restricted hardwood output throughout the valley area, which makes an unusually large contribution to the total hardwood output in the southern field.

BEAUMONT

The hardwood market is advancing slowly and the only improvement to take place in this section for the past two weeks has been a larger number of orders. There are probably a few more consumers buying, but not in sufficient quantities to affect the general situation.

Manufacturers using hardwood are still confining themselves to one and two car orders, the former being the preference. No industry seems inclined to take a great amount of material. While this is true, manufacturers report there is a better tone to the market.

Hardwood men are very loud in the complaints about the delay of the Interstate Commerce Commission in not granting manufacturers in this territory the same reduction in freight rates to northern and eastern points that is now being enjoyed by mills east of the Mississippi river.

LOUISVILLE

Demand for hardwood is quite good, and the trade is comfortably busy, some houses report that orders are being shipped promptly, as orders are about equal to normal shipping capacity, without crowding. Not much future business is being booked, as buyers are not anxious to go in for more than thirty to sixty days in advance, and sellers are not seeking business over a period of more than sixty days, with ninety days as the limit in most cases. Prices are fairly firm all along the line. Quartered oak is not especially good, and ash is selling slowly, there having been a few fair orders placed of late. Hickory is so quiet that it is hard to figure a market. Walnut, mahogany, plain oak, better grades of gum and poplar are moving well enough.

Following the high flood stage in the Ohio river, fair weather has resulted in the river dropping without doing any material damage. The Louisville Point Lumber Co. was down for ten days as a result of the flood getting into the lower section of the sawmill, but it did not affect stacks on yards, and the company is again in full operation. High water in the Cumberland, Kentucky and other rivers have made it possible for numerous log rafts to come out, and logs are now moving to mills freely. At Hickman, Paducah, Cairo and other points some trouble was experienced, but levees held, and things are now coming around nicely.

NEW ORLEANS

With the Mississippi and other rivers penetrating the principal hardwood regions of this section filled to overflowing, the logging situation has, indeed, become very acute and few mills there are that are able to obtain an adequate supply of timber to keep their wheels a-turning. Production, which has been far below normal for a number of months, is very low at the present time, because of the high water situation, with nearly all the mills running on part time and some of them being forced down altogether.

Meanwhile, inquiries and demand seem actually to be showing some definite signs of improvement; which some manufacturers and wholesalers account for as the result of the greatly enforced curtailed production. The export movement of the better grades; that is to say, of No. 1 Common and everything better, in practically all varieties of hardwoods, are moving out to an appreciable extent to the United Kingdom, some to France and scattering amounts to other Continental European points.

The local market is hitting off at a rather fair pace at the present writing and indications are quite decisive that this business can be very reasonably expected to grow in volume from week to week as the springtide advances.

TORONTO

While hardwood consumers for the most part are in the market for only moderate supplies, there is a general improvement in the trade, particularly in connection with the motor car industry. Canadian business with the United States has improved to a greater extent, relatively, than it has done in the home market, which is largely due to the spring production programs of the makers of automobile bodies. There is a fair demand for hardwoods from furniture manufacturers, but the agricultural implement concerns are showing no great interest in the market and are ordering comparatively little lumber. There is a disposition on the part of the farmers to hold back on any expenditure until the extent of the crops are determined and hence the lack of business in farm implements. Toronto lumber yards, however, are fairly busy, for the spring building program has opened up well and construction activity bids fair to present a satisfactory volume. The stabilization of prices in the trade is what is desired now, and if this would come about the trade would be in a much stronger position. There does not appear to be much prospect of a run-away market again, but the situation will continue to show improvement.

C. P. CROSBY

Manufacturer and Wholesaler
Wisconsin Hardwood Lumber
RHINELANDER, WISCONSIN

BASSWOOD		SELECTED RED BIRCH	
1x6" & Wdr. FAS, all 10-12'...	37,000'	8 1/2" Selected Red ...	8,000'
1x6" & Wdr. FAS, all lengths...	50,000'	6 1/2" Selected Red ...	5,000'
1" No. 2 & Btr., all lengths...	75,000'		
1" No. 1 Common, all lengths...	10,000'		
1" No. 1 Common, 10-12'...	30,000'		
1" Select No. 2, 10-12'...	30,000'		
5/4" No. 1 & Btr., all lengths...	37,000'		
1x11" & Wdr. FAS, 10-12'...	1 car		
BIRCH		HARD MAPLE	
1" No. 1 Com. & Btr.	50,000'	1" FAS ...	25,000'
1" No. 1 Common ...	50,000'	1" No. 1 Common ...	60,000'
1x11" No. 1 Common Strips ...	17,000'	1" No. 2 Common ...	20,000'
6 1/4" No. 1 Com. & Btr.	95,000'	2 1/2" No. 1 C & Btr. FAS...	16,000'
6 1/4" FAS ...	18,000'	2 1/2" No. 1 Com & Btr.	10,000'
8 1/4" FAS ...	15,000'		
8 1/4" No. 1 Com. & Btr.	18,000'		
4 1/4", 5 1/4" and 6 1/4" No. 2 Common ..			

Buskirk-Heyser Lumber Co.

High Grade, Soft Texture

West Va. and Southern

Hardwoods

MIXED CARS OF ANY KIND, GRADE OR THICKNESS FROM OUR

Distributing Yards: CINCINNATI, OHIO

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH		HARD MAPLE	
4/4 FAS ...	30,000'	4/4x6" & Wider, 8' & Longer	
4/4 Selects ...	15,000'	No. 1 Com. & Btr.	100,000'
4/4 No. 1 Common ...	15,000'	6/4 No. 1 Com. & Btr.	100,000'
4/4 No. 2 Common ...	100,000'	6/4 No. 1 Com. & Sel.	60,000'
5/4 Selects ...	55,000'	6/4 No. 2 Common ...	150,000'
5/4 No. 1 Common ...	10,000'	8/4 No. 2 Com. & Btr.	200,000'
5/4 No. 2 Common ...	80,000'	10/4 No. 2 Com. & Btr.	80,000'
4/4 No. 3 Common ...	200,000'	12/4 No. 1 Com. & Btr.	30,000'
SOFT ELM		SOFT MAPLE	
6 1/4" No. 2 Com. & Btr.	50,000'	4/4 No. 2 Com. & Btr.	150,000'
8 1/4 No. 2 Com. & Btr.	33,000'	6/4 No. 2 Com. & Btr.	14,000'
ASH		8/4 No. 1 Com. & Btr.	100,000'
4/4 No. 2 Com. & Btr.	100,000'		
5/4 No. 1 Com. & Btr.	45,000'		
4/4 No. 3 Com.	100,000'		
6/4 No. 3 Com.	50,000'		
BASSWOOD			
4/4 No. 1 Com. & Btr.	100,000'		
4/4 No. 2 Common ...	45,000'		

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

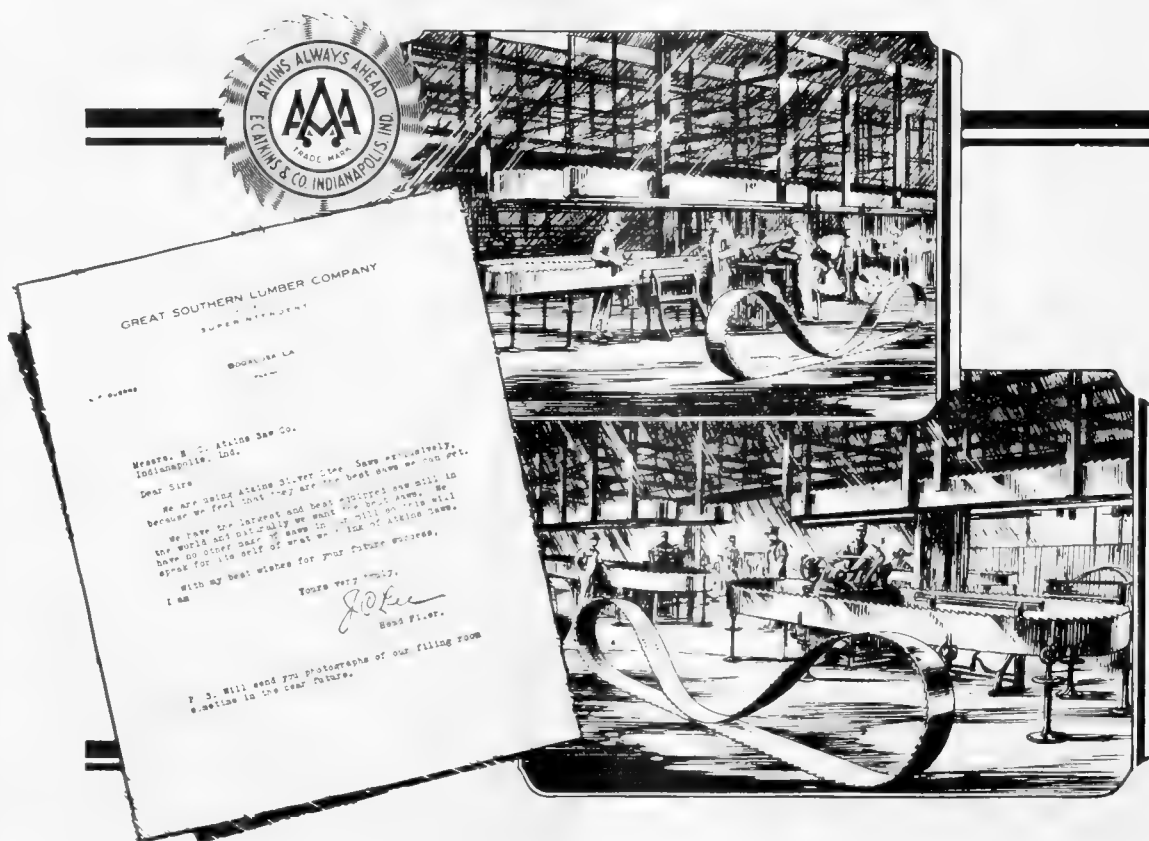
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19 So. La Salle Street, CHICAGO

ATKINS SILVER STEEL SAWS

Views showing filing room of the Great Southern Lumber Company, Bogalusa, Louisiana. Atkins Saws are used in this mill, the largest in the world, cutting southern pine from seven hundred and fifty thousand feet to one million feet daily, ten hour shifts. Atkins Saws are used because—we'll let the head filer tell you.



It Pays to Use Atkins

Isn't this sufficient evidence to prove what we've been saying for years and years? —ATKINS SILVER STEEL SAWS are

"The Finest on Earth"

Manufacturers of Saws for every purpose, Saw Tools, Machine Knives and Atkins-Coleman Feed Rollers. Ask us for literature; write nearest point below.

E. C. ATKINS & COMPANY

ESTABLISHED 1857

The Silver Steel Saw People

Saws, Saw Tools, Machine Knives and Metal Cutting Machinery

Home Office and Factory, INDIANAPOLIS, IND.

Canadian Factory, Hamilton, Ont., Can.

Machine Knife Factory, Lancaster, N. Y.

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

WANTED

Rotary operator for 126" Coe lathe. Must be experienced in cutting half-round and walnut butts. Mill in large city in Middle West. Address Box 863, care of HARDWOOD RECORD.

WANTED

Man—Expert in selecting hickory for golf shaft purposes. Good position for the right party. State age, experience, where employed in past five years and in what capacity. Address Hickory, care of HARDWOOD RECORD.

MEN

We need two more men to demonstrate and deliver light weight Portable Log Skidders. Must have selling ability, must be thoroughly practical and must be experienced in logging under all kinds of conditions. Address Tom Huston Manufacturing Co., Columbus, Ga.

WANTED

By large wholesale hardwood concern handling direct mill shipments, also operating distributing yard, an office lumber buyer who is thoroughly familiar with W. Va. and Southern mills. We need a good live wire to back up a very efficient sales organization. Address Box 866, care of HARDWOOD RECORD.

WANTED

Hardwood sales manager, by well rated wholesaler, making direct mill shipments. Also operating distributing yard, saw and planing mills. We want a good mail order salesman who knows the middle West and Eastern consuming trade and who is capable of handling the mail order business and salesmen on the road. Don't reply unless a live wire who can give good references. Address Box 865, care of HARDWOOD RECORD.

WANTED

Veneer cutter experienced in cutting fancy woods and operating Capital slicer and rotary. Splendid opportunity for right man. Correspondence confidential. Give experience and reference. Address Box 862, care Hardwood Record.

EMPLOYES WANTED

WANTED—HARDWOOD SALES MANAGER

Good live hardwood man to handle sales of large Eastern hardwood manufacturer and wholesaler. Must know the trade and know Southern and Northern hardwoods. Must be thoroughly competent, high class and well recommended. Correspondence treated strictly confidential. Address Box 867, care of HARDWOOD RECORD.

LUMBER WANTED

WANTED

3 to 5 cars 4/4 winter cut Basswood, selected White color, each face must show not less than 85% White. Good No. 2 Common. Can also use some No. 1 Common. Quote spot cash price. American Lumber & Mfg. Co., Recvrs., Pittsburgh, Pa.

AMERICAN FOREST TREES

This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$6.00. For those who send in their order now, accompanied by check, we will make a special price of \$5.00.

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FOR SALE

Two (2) cars 16/4 FAS. Cottonwood. Derry Lumber Co., Inc., Detroit, Mich.

FOR SALE

3 cars 4 4" FAS, dry chestnut at right price for quick sale. H. Huggins, Fulton, N. Y.

FOR SALE

Hardwood and pine lumber—Solicit your inquiry. Established in 1904. Chas. A. Courtney, Memphis, Tenn.

FOR SALE

Oak and gum, ties, timbers, car material, bridge plank and structural stock. Sargent Lumber Co., Little Rock, Ark.

FOR SALE

90 M. ft. 4/4 M. R. beech, cut from large selected logs. Stock four months dry, runs exceptionally good average widths and lengths. LATHROP LUMBER COMPANY, LATHROP, ALA.

BASSWOOD

We have a nice block of 4/4 No. 2 and better, full product of the log, dry and bright stock basswood, cut in cold weather. Can separate and ship in such grades as are required. If you are interested, address A. F. H., care Hardwood Record.

FOR SALE

Square Edge and Sound White Oak, Red Oak and Gum Timbers, any size and length up to 40'. Also all kinds railroad car material, switch ties, etc., and other Southern Hardwoods. Write for F. O. B. or delivered prices. Address GRANT TIMBER & MFG. CO., Selma, La.

LUMBER FOR SALE

WANTED—YOUR INQUIRIES

For anything in short-leaf pine, or hardwood lumber. Pine timbers furnished up to 40 ft. in length. Address DIXIE LUMBER & LAND CO., Vicksburg, Miss.

FOR SALE

Poplar Bevel Siding
Poplar Lattice Baled Shavings
GAMBLE BROTHERS, INC.,
Highland Park, Ky.

LUMBER FOR SALE

1 car 4/4" No. 2 Com. & Btr. Birdseye Maple.
1 car 6/4" No. 2 Com. Birch.
1 car 4/4" C. & Btr. Straight grain Sap Maple.
10 cars 4/4" No. 1 Com. Sap Birch.
10 cars 4/4" No. 2 Com. Birch.
Can ship in straight or mixed cars Bone dry Northern Michigan stock, 40% 14 & 16' length, regular width. KREETAN COMPANY, INC., North Tonawanda, N. Y.

LOUD MANUFACTURING CORPORATION

Springfield, Oregon.
Specialize in the following:
Clear Short Cuttings of Fir,
Spruce, Cedar, Oak, Ash, Maple
and Cottonwood.
Correspondence solicited.

WANTED

Orders for
2 cars 5/64" R. C.
Northern Basswood
Battery Stock
2 cars 1/16" and
1/8" Birch Cut-Downs
Prompt Shipments
Write for Delivered
Prices and Full
Particulars.
KIEL WOODEN WARE CO.
Mellen (Ashland Co.), Wis.

DIMENSION STOCK FOR SALE

LET ME QUOTE YOU

On handle blanks in hickory, oak and ash. Can furnish up to ten cars a month. Also all kinds of furniture stock, dimension stock for the wood turner. We have eight mills now running, and can furnish any amount; would like to connect with the manufacturers of chairs and other furniture manufacturers. A. C. Henson, Harrisburg, Ark.

WANTED

Golf Squares—50,000 to 100,000 of highest quality. State how old material is and full particulars. Address Kroydon Company, 692 So. 16th St., Newark, N. J.

LOGS WANTED**WE ARE BUYING**

Cherry and Walnut logs and lumber.
CHERRY LUMBER COMPANY, St. Bernard
 Sta., Cincinnati, O.

TIMBER FOR SALE**TRACT OF 200 ACRES OF VIRGIN**

Oak and chestnut timber, underlaid with two
 seams of coal, royalty from three producing
 gas wells, accessible to three railroads. Ad-
 dress Post Office Box 817, Butler, Pa.

TIMBER LANDS FOR SALE**TIMBERLANDS FOR SALE**

Eight million feet of hardwood and two of
 pine, also cut 170 000 ties in Southeastern Mis-
 souri near railroad. Address Box 870, care of
HARDWOOD RECORD.

MACHINERY WANTED**WANTED**

Taylor traveling bed hardwood flooring end
 matcher in good used condition, capable of
 handling at least 10,000 or 12,000 feet per day.
 Advise how long used, present condition, and
 whether complete with benches and conveyors.
 Address Box 861, care Hardwood Record.

MACHINERY FOR SALE**FOR SALE**

One right-hand brand new modern 16-foot
 Veneer Saw with automatic set works and posi-
 tive offset. Fixed for direct motor drive. The
 last word for veneer and thin lumber sawing.
 For particulars address Box 824, care Hard-
 wood Record.

LOCOMOTIVES FOR SALE**LOCOMOTIVES**

FOR ALL CLASSES OF SERVICE.
 ROD AND GEARED;

5 TO 100 TONS IN WEIGHT.

60,000#, 80,000# and 100,000# Capacity
 CAR TRUCKS, OTHER LOGGING AND

RAILWAY EQUIPMENT

REBUILT IN OUR SHOPS; FIRST CLASS
 CONDITION.

IMMEDIATE SHIPMENT FROM STOCK.
SOUTHERN IRON & EQUIPMENT CO.

ATLANTA, GEORGIA.

RAILWAY EQUIPMENT for SALE**FOR SALE**

1 flat car 50 ft. long, 100,000 cap.; has stake
 pockets, steel truck and body bolsters, full
 ARA—overhauled. **A. V. KONSBERG**, 40 N.
 Dearborn St., Chicago.

BUSINESS OPPORTUNITIES**WANTED**

Band mill Eastern South Carolina or North-
 ern Georgia, with or without timber. Address
 Box 863, care Hardwood Record.

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Fully equipped and excellent location.
BEDARD & MORENCY MILL CO., Oak Park,
 Ill.

FOR SALE

Planing Mill, lumber yard and electric light
 plant located in fine farming community. Ad-
 dress **THE PANDORA LUMBER CO.**, Pan-
 dora, O.

FOR SALE

"D" and long shovel handle factory, best
 situated in south for heavy, tough ash or hick-
 ory. Would retain half interest with right
 party who can manage. Reason for selling, oil
 business. Address 716 E. 6th Street, Little
 Rock, Ark.

FOR SALE—VENEER MILL

In fine northern hardwood section, two lathes,
 automatic dryer, excellent power plant and
 sawmill in connection. Address Box 834, care
HARDWOOD RECORD.

"For the love of Mike, discontinue my
 classified ad. I've so many replies I can't
 answer them all."

This party advertised timber for sale
 but we have letters from many others testi-
 fying to the efficiency of our

Classified Department

Don't let your odd stock accumulate.
 We can sell it for you. If you want to buy
 some special stock we can locate the man-
 ufacturer.

Send us your list of requirements for pub-
 lication in the April 25th issue. It will
 pay you.

HARDWOOD RECORD

537 S. Dearborn St. Chicago, Ill.

LOGGING EQUIPMENT for SALE**FOR SALE**

The Tom Huston Portable Ground Skidder.
 Price only \$690.00. Quickly moved from place
 to place under its own power. Made of steel.
 Light, powerful, and guaranteed to handle logs
 of any size. Put it on your job and pay for
 it after you see it do the work. For more in-
 formation write to Tom Huston Manufacturing
 Company, Columbus, Ga.

VENEERS FOR SALE**OHIO VENEER COMPANY**

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

FOREIGN DEPARTMENT**J. F. Mueller & Son Co.**

Estab 1795 **HAMBURG 27** Incorp. 1916

Cable Address: Holzmuller, Hamburg

WOOD BROKERS & AGENTS**MISCELLANEOUS****Saw Mill Machinery**

OF EVERY TYPE AND SIZE
 CIRCULAR OR BAND MILLS

Send for New Catalog

Hill-Curtis Company, Kalamazoo, Mich.

1440 No. Pitcher Street

Woodworking Concerns

box factories and veneering factories,
 seeking new locations or stumpage
 will do well to investigate the hard-
 wood timber districts of Minnesota,
 Wisconsin, and Upper Michigan tribu-
 tary to the Soo Line and D. S. S. & A.
 Railways. State your wants and we
 will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
 Minneapolis, Minn.

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8, 4/4, 6/4, 8/4, 12/4", r-g. widths & lgths., 4 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

MILL RUN, 5/4", av. widths. & lgths., 12 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

NO. 1 C. & BTR., white, 4 1/2-12/4", reg. widths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

COM. & BTR., tough white, 4/4-16/4", good widths. & lgths., yr. dry. BUSKIRK-HEYNER LBR. CO., Cincinnati, O.

NO. 2 & 3, 5/4", CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 3, 4 1/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C., 4 1/4, 5/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., brown, 8/4"; NO. 2 C., white, 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 5/4, 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, p.d., 1 1/2", 6" & up, 8-16", 1 1/2, 1 1/4, 1 1/2, and some 1" & up, 9 mos. dry; NO. 2 C., 4/4", 3" & up, 4-16", 9 mos. dry; NO. 2 C. & BTR., 10/4 & 12/4", 3" & up, 8-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

COM. & BTR., 4/4", 4" & thicker, good widths. & lgths., 14 & 16". H. A. HOOVER, South Bend, Ind.

NO. 1 & 2 C., 4/4"; NO. 1 C. & B., 8/4, 12/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.

ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 1 & BTR., white, 4 1/2-16/4", nice widths. & lgths., tough textured Indiana, dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS & NO. 1 C., 16/4". JOHN I. SHAFER HDWD. CO., South Bend, Ind.

LOG RUN, 4/4", reg. widths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 4/4, 8/4, 10/4, 12/4, 16/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS & NO. 1 C. & SEL., both 1/2", reg. widths. & lgths. TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4", NO. 1 C. & BTR., 4 1/2, 10/4, 12/4"; NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4-8/4", reg. widths. & lgths., 4-6 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg. widths. & lgths., 6-12 mos. dry; NO. 1 C., 4/4-12/4; reg. widths. & lgths., 6-12 mos. dry; NO. 2 C., 4/4-8/4", reg. widths. & lgths., 6-12 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2, 4/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 5/4", reg. widths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 3 C. & BTR. (mostly common), 4/4", 3" & up, 6-16", 9 mos. dry; FAS, choice white, 5/4", 12" & up, 8-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4, 5/4. JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 & BTR., 8/4-16/4", nice widths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS & SEL., 4/4", 6" & up, reg. lgths., 10 mos. dry, 75% FAS; NO. 2 C., 4/4", reg. widths. & lgths.; NO. 2 & BTR., 5/4", reg. widths. & lgths., 10 mos. dry, 40-50% FAS. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C., 4/4", 5/4" wide, long, dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

BEECH

NO. 2 C. & BTR., 4/4, 5/4". BIGELOW-COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 8/4", reg. widths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 10/4", good widths. & lgths., 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 2 & BTR., 4/4-8/4", nice widths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 2 C. & BTR., high grade, cut for NO. 1 & BTR., small per cent NO. 2 C., 5/4, 8/4", long, wide, dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4", 5" & wider; NO. 1 C. & BTR., 60% FAS, 10/4, 12/4". BIGELOW-COOPER CO., Bay City, Mich.

SEL. & BTR., 4/4", 6" & wider, 8' & longer, 15 mos. dry; NO. 1 C., 4/4", 4" & wider, 4' & longer, 15 mos. dry; NO. 2 C., 4/4", 4" & wider, 4' & longer, 15 mos. dry; NO. 1 C. & BTR., 8/4", 4" & wider, 4' & longer (2 1/2, 4", 1 1/2 & 6"), 15 mos. dry; NO. 3 C., 4/4, 5/4, 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

FAS, 8/4"; NO. 1 C. STRIPS, 1x4. C. P. CROSBY, Rhinelander, Wis.

NO. 1 & BTR., 10/4, 12/4", reg. widths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & SEL., 4/4"; NO. 2 C., 4/4-5/4"; NO. 3 C., 4/4-5/4"; NO. 1 & 2 C., 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & SEL., 4/4", reg. widths. & lgths., yr. dry; NO. 1 C. & BTR., 8/4-10/4", reg. widths. & lgths., 10 mos. dry, 60-70% FAS. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., high grade, 4/4, 5/4, 6/4", wide, long dry, 20% 10" & up, 50% 14" & 16"; NO. 1, 8/4", wide, long, dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

BUTTERNUT

COM. & BTR., 25% FAS., 4/4", 4" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, choice stock, 4/4", 6" & up, 8-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

COTTONWOOD

BX. BDS., 4/4", 9 to 17", bone dry; FAS, 4/4", 6 to 17", bone dry; NO. 1 C., 4/4", CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4". NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

CYPRESS

NO. 1 C. & NO. 2 C., both 4/4", av. widths. & lgths., 12 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

NO. 1 C., 4/4", 6, 8, 10, 12"; NO. 2 C., 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 1 SHOP, 4/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

SEL. & BTR., 4/4"; NO. 1 SHOP, 4/4". KING MILL & LBR. CO., Paducah, Ky.

ELM—SOFT

NO. 2 C., 4/4", 5/4"; NO. 3 C., 4/4, 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4"; NO. 1 C. & BTR., 40% FAS, 6/4"; NO. 1 C. & BTR., 60% FAS, 12/4". BIGELOW-COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4, 8/4", reg. widths. & lgths., 10 mos. dry. BUFFALO HDWD. CO., Buffalo, N. Y.

NO. 1 C., 6/4", 8/4", 12/4", av. width. 8", 50% 14 & 16", 6 mos. dry; NO. 2 C., 4/4", 6/4", 8/4", 12/4", av. width. 8", 50% 14 & 16", 6 mos. dry; NO. 3 C., 4/4", av. width. 8", 50% 14 & 16", 6 mos. dry. CHICAGO LUMBER & COAL CO., Memphis, Tenn.

NO. 3 C., 5/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 8/4"; LOG RUN, 4/4". C. P. CROSBY, Rhinelander, Wis.

NO. 1 & 2 C., 6/4-12/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

FAS, 16/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 & BTR., 4/4, 8/4, 10/4, 12/4", reg. widths. & lgths., yr. dry; NO. 2 & BTR., 5/4", reg. widths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 2 C. & BTR., 10/4", 12/4", 4" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

COM. & BTR., 4/4-12/4", reg. widths. & lgths., dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C. & BTR., 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 12/4", good widths. & lgths., 2 mos. dry; NO. 2 C. & BTR., 14/4", good widths. & lgths., 7 mos. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 1 C. & BTR., Ind., 10/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.

NO. 1 & 2 C., 4/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4-12/4", nice widths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS & NO. 1 C., 16/4". JOHN I. SHAFER HDWD. CO., South Bend, Ind.

NO. 2 C. & BTR., 50 to 60% FAS, 4/4-8/4", reg. widths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 C., 10/4", reg. widths. & lgths. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

ELM—ROCK

NO. 1 C. & BTR., 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

GUM—PLAIN RED

NO. 2 C. & BTR., 4/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C., 5/8, 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C. & SEL., 1/2", reg. widths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4", reg. widths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 4/4, 8/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR. (mostly red), 4/4", 3" & wider, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C., 6/4"; FAS, 8/4"; NO. 1 C., 8/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, 8/4", reg. widths. & lgths., dry; FAS, snd., 5/4, 6/4, 8/4, 10/4", reg. widths. & lgths.; dry; NO. 1 C. & SELS., 8/4", reg. widths. & lgths.; dry; NO. 1 C. & SEL., snd., 6/4", reg. widths. & lgths. TURNER-FARBER-LOVE CO., Memphis, Tenn.

GUM—SAP

NO. 1 C. & BTR., SND, 5/4, 6/4, 8/4, 10/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

NO. 3 C., 4/4", av. widths. & lgths., 12 mos. & over dry; DOG BDS., 5/4", av. widths. & lgths., 12 mos. & over dry; NO. 2 C. & BTR., 6/4", av. widths. & lgths., 12 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.

NO. 2 C. & BTR., 5/8-5/4", reg. widths. & lgths.; NO. 2 C. & BTR., qtd., 4/4, 8/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.
 NO. 1 C., qtd., 6/4", good wdths., 60% 14 & 16" long, yr. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
 FAS, 5/8, 4/4"; NO. 1 C., 5/8, 4/4"; NO. 2 C., 5/8", 3/4", 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.
 FAS, 5/8", 13-17", reg. lgths., dry; FAS, 4/4", 18-21", reg. lgths., dry; BOX BDS., 4/4", reg. lgths., dry; NO. 1 C. & SEL., 5/8", reg. wdths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.
 FAS & NO. 1 C., 4/4", 5/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. & pl. black, 4/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.
 NO. 3 COM., 5/4"; NO. 1 C. & BTR., genuine tupelo, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.
 NO. 1 C. & BTR., black, 4/4", av. wdths. & lgths., 12 mos. & over dry; BOX BDS., tupelo, 4/4", 9" & up, av. lgths., 12 mos. & over dry; FAS, tupelo, 4/4", av. wdths. & lgths., 12 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.
 FAS, tupelo, 4/4", good wdths. & lgths., yr. dry. BUSKIRK-HEYSER LBR. CO., Cincinnati, O.
 COM. & BTR., pl. & qtd., 4/4-12/4", 40% & btr. 14 & 16", dry. H. A. HOOVER, South Bend, Ind.
 NO. 1 C. & FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.
 LOG RUN, black, 4/4", good wdths., 60% 14 & 16", yr. dry, band sawn; NO. 1 C. & BTR., qtd. black, 4/4", good wdths., 60% 14 & 16", yr. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.

HACKBERRY

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

HICKORY

NO. 2 C. & BTR., pecan, 8/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.
 NO. 1 C. & BTR., 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 NO. 1 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.
 NO. 2 C. & BTR., 6/4, 8/4", 3" & up, 6-16", 9 mos. dry; LOG RUN, 8/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.
 NO. 2 & BTR., 6/4, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.
 NO. 2 C. & BTR., 6/4", good wdths. & lgths., 2 yrs. dry; NO. 2 C. & BTR., 10/4", good wdths. & lgths., yr. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
 NO. 2 C. & BTR., 4/4, 6/4, 7/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
 NO. 1 C. & SEL., 5/4, 6/4"; NO. 1 C. & BTR., 50% FAS, 8/4, 14/4"; NO. 1 C. & BTR., 65% FAS, 12/4"; NO. 1 C., 70% FAS, 16/4"; STEP PLANK, 6/4". BIGELOW-COOPER CO., Bay City, Mich.
 NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 FAS, 4/4", 4" & wider, 8' & longer, 15 mos. dry; NO. 1 & 2 C., 4/4, 5/4", 4" & wider, 4' & longer, 15 mos. dry; NO. 2 C. & BTR., 5/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.
 COM. & BTR., 5/8", 8" & up (some below 8"), 6-16", 9 mos. dry; COM. & BTR., 4/4", 3" & wider (mostly 3-6" & COM.), 6-16", 9 mos. dry; FAS, choice, 4/4", 12" & up, 8-16", 9 mos. dry; NO. 2 C., 4/4", 3" & up, 6-16", 9 mos. dry; COM. & BTR., 6/4", 3" & up, 6-16" (mostly 14 & 16"), 9 mos. dry; COM. & BTR., 8/4", 3" & up, 5-12", 9 mos. dry; NO. 1 & 2 C., 8/4", 3" & up, 6-16", 9 mos. dry, kiln dry; COM. & BTR., qtd., 4/4", 3/8" 6-16" (mostly narrow), 9 mos. dry; CURLY, qtd., 8/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.
 NO. 3, 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4, 8/4"; END PILED, white, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 12/4", good wdths. & lgths., 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
 NO. 1 C., 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 10/4, 12/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.
 NO. 1 & 2 C., 5/4"; NO. 1 C., 6/4" NO. 1 C. & BTR., 8/4"; NO. 2 C., 8/4"; NO. 2 C. & BTR., 10/4, 12/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.
 NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.
 SEL. & BTR., 4/4", 6" & up, reg. lgth., 10 mos. dry, 75% FAS; NO. 1 C. & BTR., 45-55% FAS, 5/4, 8/4, 10/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

MAPLE—SOFT

LOG RUN, 10/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.
 NO. 2 C. & BTR., 4/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.
 LOG RUN, 8/4, 10/4, 12/4". GRISMORE-HYMAN CO., Memphis, Tenn.
 COM. & BTR., 4/4, 8/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.
 LOG RUN, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.
 COM. & BTR., 4/4", KING MILL & LBR. CO., Paducah, Ky.
 NO. 2 C. & BTR., 4/4, 6/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.
 SEL. & BTR., 4/4", 6" & wider, reg. lgth., 10 mos. dry, 70-80% FAS; NO. 1 & 2 C., 4/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.
 NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

OAK—PLAIN RED

NO. 2 C., 8/4", av. wdths. & lgths., 12 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.
 NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 COM. & BTR., 4/4", 3" & wider, 6-16", 9 mos. dry; COM. & BTR., step plank, 5/4", 11' & wider, 8-16", 9 mos. dry; COM. & BTR. (mostly good), 8/4, 10/4", 6" & up, 8-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.
 FAS, 5/4", 6/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.
 ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
 NO. 2 C. & BTR., 4/4, 5/4, 6/4", good wdths., 60% 14 & 16", yr. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
 NO. 1 C. & SEL., 3/8, 5/8, 3/4", reg. wdths. & lgths.; NO. 2 C., 3/8, 1/2", reg. wdths. & lgths. TURNER-FARBER-LOVE CO., Memphis, Tenn.
 FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
 NO. 1 C., 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 2 C., 4/4", av. wdths. & lgths., 12 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.
 NO. 1 C. & BTR., 4/4", fine wdths., good lgths., 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
 ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
 FAS, 4/4, 5/4"; NO. 1 C., 3/4, 5/4, 6/4"; NO. 2 C., 3/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
 FAS & NO. 1 C., 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 C. & NO. 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 C., 8/4", av. wdths. & lgths., 12 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.
 NO. 1 C. & BTR., 8/4, 10/4, 12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 FAS & NO. 1 C., both 4/4", good wdths. & lgths., 2 yrs. dry. BUSKIRK-HEYSER LBR. CO., Cincinnati, O.
 NO. 1 C. & SEL., 4/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.
 ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 & BTR., 1/4, 5/4, 6/4", good wdths., 60% 14 & 16", yr. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
 NO. 1 C. & SEL., 3/8, 5/8", reg. wdths. & lgths.; NO. 2 C., 5/8", reg. wdths. & lgths. TURNER-FARBER-LOVE CO., Memphis, Tenn.
 FAS, 4/4, 6/4"; NO. 1 C., 4/4"; SD. WORMY, 4/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

QUARTERED WHITE OAK

COM. & BTR., 3/8", 5" & wider, 6-12", 9 mos. dry; FAS, 4/4", 6-8 3/4", 8-16", 9 mos. dry; STRIPS, 4/4", 2-5 1/2", 8-16", 9 mos. dry; NO. 1 C., 4/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.
 NO. 1 C. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.
 NO. 1 C., 4/4", good wdths. & lgths., yr. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
 FAS, 4/4"; NO. 1 C., NO. 2 C., both 4/4". LONG-KNIGHT LBR. CO., Indianapolis, Ind.
 ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
 NO. 1 & 2 C., 4/4, 5/4", good wdths., 60% 14 & 16", yr. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
 NO. 1 C. & SEL., 3/4", reg. wdths. & lgths. TURNER-FARBER-LOVE CO., Memphis, Tenn.
 FAS, 4/4, 6/4, 8/4"; NO. 1 C., 5/8, 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
 NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
 NO. 1 C. & BTR., qtd., 4/4, 5/4", reg. wdths. & lgths., 3 mos. dry; FAS, NO. 1 C., NO. 2 C., pl., 4/4, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., 3 mos. & over dry; NO. 1 C. & BTR., SD. WORMY, 3/4, 4/4, 5/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.
 SD. WORMY, pl. mixed, 4/4", av. wdths. & lgths., 12 mos. & over dry; NO. 3 C., pl. mixed, 4/4", av. wdths. & lgths., 12 mos. & over dry. BREECE MFG. CO., Arkansas City, Ark.
 SD. WORMY, 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
 COM. & BTR., 4/4-12/4", good wdths., 40% & btr., 14-16", yr. and over dry. H. A. HOOVER, South Bend, Ind.
 NO. 1 C., 4/4. KING MILL & LUMBER CO., Paducah, Ky.
 NO. 2 & BTR., pl. & qtd., 4/4-10/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

POPLAR

FAS, 4/4, 5/4, 6/4"; SAPS & SEL., 4/4, 5/4, 6/4"; NO. 1 C., 5/4". BLAIR LBR. CO., Chattanooga, Tenn.
 NO. 1 C., 4/4", good wdths. & lgths., yr. dry; NO. 1 A., 4/4", good wdths. & lgths., yr. dry. BUSKIRK-HEYSER LBR. CO., Cincinnati, O.
 NO. 1 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.
 COM. & BTR. SND., pl., 5/8", 4/4", 4" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.
 NO. 2 C. & BTR., pl., 4/4, 5/4, 8/4", good wdths., 60% 14 & 16", yr. dry, band sawn; NO. 1 C. & BTR., qtd., 4/4", good wdths., 60% 14 & 16", yr. dry, band sawn. L. D. MURRELLE LBR. CO., Memphis, Tenn.
 FAS & NO. 1 C., 16/4". JOHN I. SHAFER HDWD. CO., South Bend, Ind.
 SAPS & SELS., 4/4"; NO. 2 B. COM., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
 FAS, SAP, 5/8, 4/4", reg. wdths. & lgths., dry; NO. 1 C., 5/8, 4/4"; NO. 2 A. & B. C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 2 & 3, 3, 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.
 LOG RUN, 5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.
 NO. 2 C. & BTR., 16/4". JOHN I. SHAFER HDWD. CO., South Bend, Ind.

WALNUT

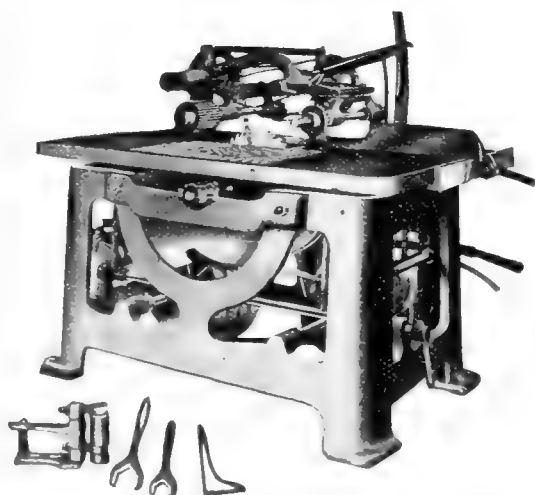
NO. 2 C. & BTR., snd., 3/8-7/8", 3" & up, 6-16", 9 mos. dry, steamed; NO. 2 C. & BTR., snd., 4/4-10/4", 3" & up, 6-16", 9 mos. dry, steamed; FAS, snd., 4/4", 10" & up, 6-16", 9 mos. dry, steamed. HOFFMAN BROS. CO., Fort Wayne, Ind.

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and

Easiest Handling

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The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade reining at the mill possible. Hundreds of users already you will be another if you will let us tell you all about it—Will you?

Hoosier Self-Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured Exclusively by

THE SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 5/4, 6/4, 8/4, 12/4", nice widths. & lgths., dry, steamed; SELS., 4/4, 5/4, 6/4, 8/4, 12/4", nice widths. & lgths., dry, steamed; NO. 1 C., 4/4, 5/4, 6/4, 8/4", nice widths. & lgths., dry, steamed; NO. 2 C., 4/4, 5/4, 6/4, 8/4", nice widths. & lgths., dry, steamed. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS, 1/2, 4/4, 5/4, 6/4, 8/4"; SELS., 4/4, 5/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4, 5/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS DIMENSION STOCK MAPLE—HARD

FAS, sqs., 5"x5". G. ELIAS & BRO., INC., Buffalo, N. Y.

VENEER—FACE

ASH

LOG RUN, brown, 1/20, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

BASSWOOD

LOG RUN, 1/20", 6-36", 50-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/20", 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

LOG RUN, 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig. 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28"; SAWED, 1/8. VENEER LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

LOG RUN, white, 1/16, 1/8, 6-36, 48-86. UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8/30" wide, 4-10' long. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(See pages 11-22) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mill: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 6) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, OHIO

**OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak**
These are a few of the many species of oak in commercial use

(*See page 10) **J. H. Bonner & Sons**
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquill, Ark.

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

(*See page —) **W. P. Brown & Sons Lumber Co.**
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

We have for fall shipment large stock of 10/4 and 12/4 C. & Bot. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, TENNESSEE

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 11) **Goodlander-Robertson Lumber Co.**
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 15) Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page 17) **Long-Bell Lumber Company**
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —) **Long-Knight Lumber Co.**
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 10) QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

(*See page 22) **Miller Lumber Company**
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 28) Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(*See page —) **Pritchard-Wheeler Lumber Co.**
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
**C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,**
Manufacturers, Huntington, W. Va.

(*See page 20) **Salt Lick Lumber Company**
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page —) We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Br. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

A. B. C—15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachody Lumber Company,
Manufacturer, Kansas City, MISSOURI

(*See page 31) Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80";
1/16", yellow, 6-36", 38-98". **CHICAGO MILL & LBR. CO.**, Chicago, Ill.
SHEET STOCK, yellow, 1/8", 6-37", 62-98", 75%
86 & over long. **VENEER MFRS. CO.**, 1036
W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; **LOG
RUN**, 1/16", 6-36", 74-86"; **SHEET STOCK**,
1/20", 6-36", 50-92". **CHICAGO MILL & LBR.
CO.**, Chicago, Ill.
SHEET STOCK, rotary cut, 48-98" long x
6-36" wide, 1/28-1/8" thicknesses or to dimension;
FLITCH STOCK, sawed & sliced, 1/16-
1/8" thicknesses. **LOUISVILLE VENEER
MILLS**, Louisville, Ky.
SHEET STOCK, 1/20", 6-36", 62-98", 1/16", 6-36",
56-86", 1/8", 6-43", 48-98", 3-16 & 1/4", 6-36", 36-98".
VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.
ROTARY CUT, 1/20", 6-48" wide, 49-96"
long; **ROTARY CUT**, 1/16", 6-48" wide, 55-96"
long; **ROTARY CUT**, 1/8", 6-36" wide, 66-96"

long; **ROTARY CUT**, 3/16", 1/4" 6-36" wide,
36-96" long. **GEO. L. WAETJEN & CO.**, Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension
& sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16,
nothing thicker than 1/8. **WILLIAMSON VENEER
CO.**, Mills, Baltimore, Md. Sales
Branches: 28 E. Jackson, Chicago, Ill.; 41st &
6th Ave., New York, N. Y.; High Point, N. C.;
Jamestown, N. Y.

WALNUT

1/20-1/8". **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.
FLITCH STOCK, sliced half round, full
rotary, std., 1/28" thicknesses. **LOUISVILLE
VENEER MILLS**, Louisville, Ky.
BUTTS & LONG WOOD, 1/28; **SAWN**, 1/8
and 3/16. **VENEER, LUMBER & PLYWOOD
CO.**, 401 N. Hoyne Ave., Chicago, Ill.
EVERYTHING in walnut veneers Butts,
sliced, half round, rotary cut. **WILLIAMSON
VENEER CO.**, Mills, Baltimore, Md. Sales
Branches: 28 E. Jackson Blvd., Chicago; 41st
& 6th Ave., New York, N. Y.; High Point,
N. C.; Jamestown, N. Y.

CROSS BANDING AND BACKING BIRCH

CROSS BANDING, 1/28, 1/24, 1/20, cut to
size. **UNDERWOOD VENEER CO.**, Wausau,
Wis.

GUM

ANY thickness. **LOUISVILLE VENEER
MILLS**, Louisville, Ky.

POPLAR

ANY thickness. **LOUISVILLE VENEER
MILLS**, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, 144x28 & 42. **R. C. CLARK
VENEER CO.**, 1650 Besley Court, Chicago, Ill.
ALL WOODS, "A" 13/16, 144x28&42.
VENEER, LUMBER & PLYWOOD CO., 401
N. Hoyne Ave., Chicago, Ill.

Choice Michigan Hardwood

We are operating in very fine Lower Peninsula Timber with two modern saw mills, combined capacity 25 million feet annually.

Our Maple and Soft Grey Elm are particularly high class. We also have some very good Beech and Basswood ready for shipment.

Let Us Tell You About It

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*

White and Red Oak Gum

AND OTHER

Southern Hardwoods

CORRESPONDENCE WANTED

Crossett Lumber Company
CROSSETT, ARKANSAS

**Maisey & Dion
Hardwoods**

KILN DRIED AND AIR DRIED
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TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

Salt Lick Lumber Co.
SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

**Michigan Hardwood
LUMBER**

WRITE FOR PRICES

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Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
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SOFT ELM

4 1/4" No. 2 Common & Better.....125,000 feet

HARD MAPLE

8 1/4" No. 2 Common & Better.....200,000 feet

10 1/4" No. 2 Common & Better.....100,000 feet

The Hanson Land & Lumber Co., Grayling, Mich.

SEVERAL THOUSAND LUMBERMEN

are using our Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD

CHICAGO

Von Platen-Fox Co.

Manufacturers of

FINE NORTHERN
BASSWOOD, BIRCH, ELM
and MAPLE LUMBER

LET US HAVE YOUR INQUIRIES

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IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Building

CHICAGO OFFICE
1329 Peoples Gas Building

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects.....150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

5/4 Log Run100,000'

(Worm holes no defect)

10/4 Log Run100,000'

(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select.....60,000'

PLAIN SAP GUM

5/8 FAS150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet.....100,000'

6/4 No. 1 Com. & Bet.....100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet.....150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet.....200,000'

6/4 No. 2 Com. & Bet.....100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet.....100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



Michigan Hardwoods

Dry Stock March, 1922

BASSWOOD

1x6 FAS.....	80M
1x6 1/2 to 11 1/2 FAS.....	150M
1x11 3/4 & up FAS.....	38M
1x4 Clear.....	11M
1x5 1/2 & up Selects.....	100M
1x7 & up No. 1 Common.....	80M
4/4 No. 2 Common.....	42M
4 4 No. 3 Common.....	13M

GRAY ELM

4/4 FAS.....	16M
1x10 & up FAS.....	40M
6 4 No. 1 Common & Better...	79M
10/4 No. 1 Common & Better...	21M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

When in Need of Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**

L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum, Plain Red Oak, Plain White Oak, Quartered Red Oak, Quartered White Oak and other lumber is *Superior*. Conditions are ideal for perfect growth.

**MILLER
LUMBER
CO.**

MARIANNA, ARKANSAS
Two Band Mills
100,000 Feet Daily Capacity





